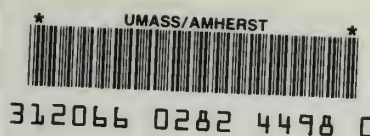


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Commonwealth of Massachusetts

**E** Department of  
Employment  
and Training



# Massachusetts Service Delivery Area Job Market Reports: **The Southern Essex SDA**

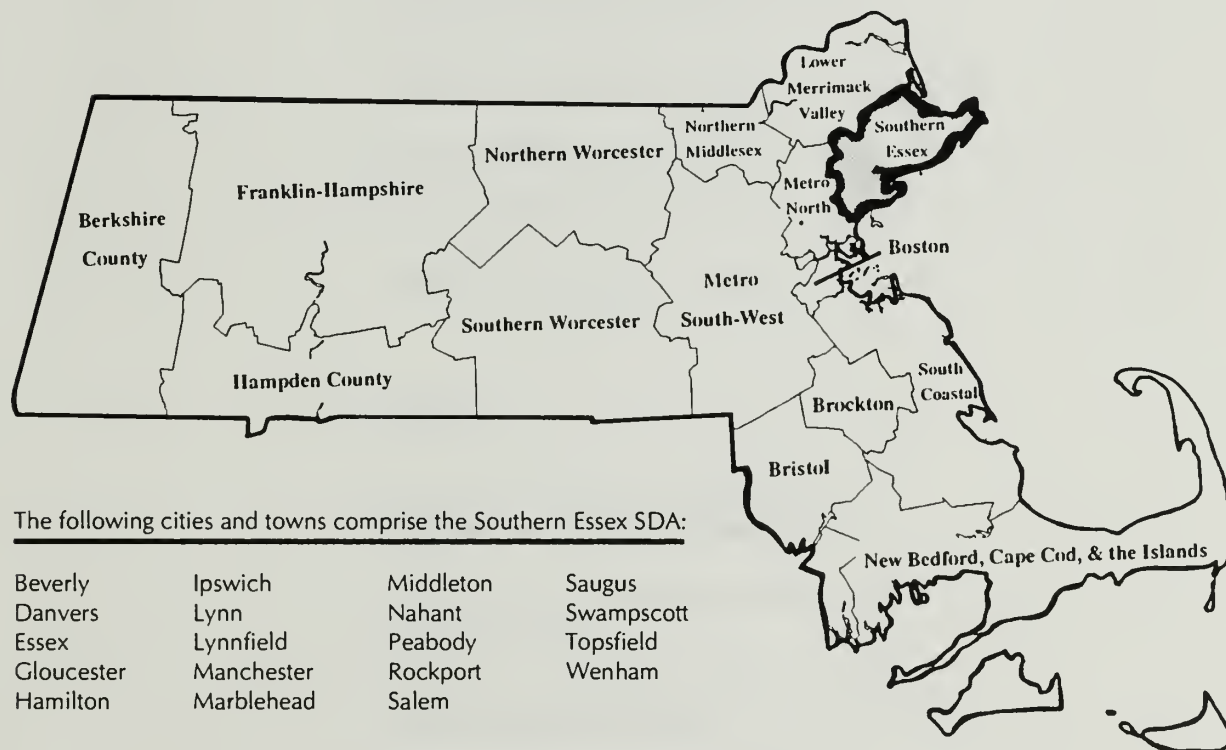
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# Massachusetts Service Delivery Area Job Market Reports: **The Southern Essex SDA**





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# Contents

|  |    |
|--|----|
| Introduction: the SDA Job Market Reports .....               | 1  |
| How to Interpret the Job Market and Use<br>the Reports ..... | 2  |
| Overview: Job Trends in the SDAs .....                       | 4  |
| The SDA Profile.....   | 12 |
| Notes About the Data .....                                   | 59 |
| Appendix .....   | 60 |

## Tables

|  |    |
|--|----|
| Changes in Population, Employment and<br>Unemployment by Service Delivery Area ..... | 4  |
| Job Growth in Service Delivery Areas by<br>Sector, 1984-1989 .....                   | 6  |
| Distribution of Jobs in Service Delivery Areas<br>by Industry and Occupation.....    | 8  |
| 1989 Average Annual Wages by SDA and<br>Industry .....                               | 10 |
| Employment in Major Groups.....  | 14 |



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|  |    |
|--|----|
| Top Ten Occupations and Industries with the<br>Largest Employment..... | 15 |
| Labor Force, Employment and Unemployment .....                         | 16 |
| Table A: Employment by Occupation.....                                 | 18 |
| Table B: Employment in Selected Occupations<br>by Industry .....       | 27 |
| Table C: Employment in Selected Industries<br>by Occupation .....      | 42 |

## Charts

|  |    |
|--|----|
| Industries differ substantially in the kinds<br>of workers they employ .....   | 3  |
| Unemployment Rates 1984-1990, Massachusetts and<br>U.S. ....   | 8  |
| Percentage share of employment rising<br>fastest in occupational groups requiring more education and<br>decreasing in occupations requiring less education ..... | 10 |
| Distribution of Employment by Industry and<br>Occupation .....   | 13 |





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# Introduction: the SDA Job Market Reports

**T**his report analyzes the economies and job markets of the Commonwealth's 15 Service Delivery Areas between 1984 and 1990. It examines the kind of jobs that local areas generated or lost over the period, the industries that make up the area, the average earnings of workers, the level of unemployment and education in the workforce, and the distribution of jobs by occupation.

This report provides an overview of the emerging economic forces changing the job market. Data on local area population, labor force, employment, unemployment, job growth, wages, and income are included as well as information on how to interpret and use the data.

This report also analyzes the occupational staffing patterns of local economies, publishing for the first time, a detailed occupational employment data base by SDA. Labor leaders, educators, human resource specialists, and Regional Employment Boards can use this data to:

*study the geographical movement of jobs and workers within the state to relate the location and number of workers by occupation to demand.*

*assess and analyze the occupational composition of jobs and skill requirements within areas.*

There are 15 Service Delivery Areas in Massachusetts, each profiled in a separate report. Each report, however, contains an overview of the economic growth in all service delivery areas. Refer to the appendix for a listing of the cities and towns comprising a service delivery area.

Service Delivery Areas were established under the provisions of the 1983 federal Job Training Partnership Act, to tailor the Commonwealth's employment and training programs to the needs of citizens in local areas. Some service delivery areas consist of a single county; others are comprised of two or more counties. The Boston Service Delivery Area is the only single-city SDA, while others cross county lines.

*plan and design education and training programs*

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# How to Interpret the Job Market and Use the Reports

This report is divided into two sections. Section I summarizes the changes in population, employment and unemployment in all 15 Service Delivery Areas, highlighting the geographic concentration of jobs by industry and occupation. Section II profiles the respective service delivery area and presents a detailed series of tables on the area's occupations and industries.

Table A in Section II lists the number of jobs by occupation and provides the percent distribution of the jobs within the area, highlighting the diverse occupational structure of the SDA. Occupations are grouped by skill level to allow comparisons of similar or related occupations.

Table B in Section II lists the industries where jobs are found in major occupations. Finally, Table C presents the number and type of jobs found in major industries in the local economy. Industries are defined in terms of the Standard Industrial Classification (SIC) system. A detailed description of the SIC, including industry definitions is contained in

the *Standard Industrial Classification Manual, 1972* and the *1977 Supplement*.

## How to Use the Data

The following sections briefly outline how to interpret and use the data.

## Population

Population trends provide a measure of an area's economic stability. If an area has high unemployment and is losing its economic base, a decline in employment usually results in an eventual decrease in population and income. The opposite is generally true in areas with fast growing economies. The more jobs an area generates, the more people move into the area to seek employment. Population growth, however, can occur independently of employment in certain areas, particularly if the region is a retirement community.

Population changes from natural increases, the difference in the number of births and deaths, and migration, are identified in Table I.

The 1980 and 1988 population estimates are from the Bureau of the Census. Natural increases are derived from the Massachusetts Department of Public Health's estimates of births and deaths. Net migration estimates are derived by subtracting the total net change in population from the natural increase.

## Labor Force

The size and characteristics of the labor force determine the number and type of people competing for jobs. Changes in educational requirements, the size of the labor force, and the age structure affect employment opportunities.

Table I lists the total number of persons in the labor force, i.e., those that are either employed or unemployed. This count is residually-based and includes self-employed and unpaid family workers in addition to wage and salary workers.

## Growth vs. Number of Jobs

When assessing an area's economic viability, it is important to distinguish between an area's rate of job creation and the number of jobs generated. Even though an area has a fast rate of job growth it may generate fewer numbers of jobs than slow growing areas. For example, the Brockton Service Delivery Area had the second fastest job growth rate, but generated only 4.7 percent of the Commonwealth's jobs. Many of these jobs were low paying and decreased the area's percentage share of total state wages. By comparison, the city of Boston was the slowest growing area, with job growth averaging 0.7 percent per year. Nevertheless, because of its size it generated 7.6 percent of the state's jobs.

The industry employment data shown in Table 2 is compiled through the Department of Employment and

Training's Employment and Wage program. Employment in this context is the count of all persons on the payroll of establishments subject to the Massachusetts Employment Security Law. Employment data were not adjusted to account for such factors as noneconomic coding changes, Standard Industrial Classification code changes, or changes in the multi-location employer reporting. However, since the data are confined to SDAs and large industries and sectors, comparisons of broad economic trends can be made.

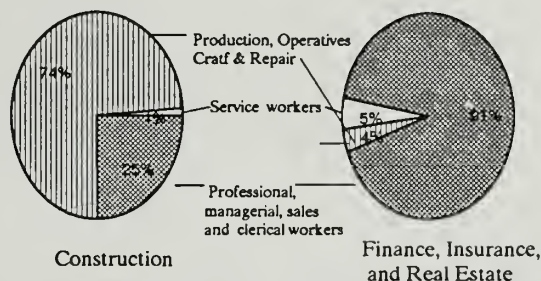
### Distribution of Jobs by Industry and Occupation

The number of jobs in an SDA depends in large part on the demand for goods and services produced by the area's industries. The growth or decline of an industry, however, has varying effects on individual occupations because industries employ different types of workers. Growth of manufacturing industries, for example, would tend to increase the employment of engineers, technicians and machine operators. In contrast, growth in the finance, insurance, and real estate industries would likely increase the employment of economists, financial analysts and sales and clerical workers.

The distribution of jobs by occupation in Tables 3, A, B and C is based on 1987 data collected by the Occupational Employment Statistics (OES) program, a Federal-State cooperative program. The OES data show how different industries, and different firms in the same industry employ workers in various skills. Over time the data can provide insights into how jobs are affected by technical advances, foreign competition, and shifts in the demand for goods and services.

**Chart 1: Industries Differ Substantially in the Kind of Workers They Employ**

Percent Distribution of Wage & Salary Workers, 1987



Occupational staffing patterns are based on 1987 data. Over the short-term, occupational staffing patterns are not significantly affected by changes in the job market. Over the long-term, however, staffing patterns are affected by changes in technology and the number of new workers.

Occupational staffing pattern data were obtained for all industries, except for workers employed in agriculture, private households and the federal government. The industries covered in these tables thus account for 97 percent of all wage and salary workers.

### Average Annual Wages

Average wage data give a comparative measure of how well jobs pay in specific areas and industries. The data, compiled through the Employment and Wage program, approximates an average annual wage by area and industry. It is computed by dividing total wages by the total number of workers employed.

Annual pay data only approximate annual earnings because an individual may not be employed by the same employer all year, or may work for more than one employer. Annual pay is also affected by the ratio of full-time to part-time workers as well as the number of individuals in

high paying and low paying occupations. Industries characterized by high numbers of part-time workers, such as retail trade, show wage levels appreciably below other industries. The opposite effect characterizes industries with low percentages of part-time workers, or industries which typically have heavy overtime work. Average annual wage data may also be influenced by work stoppages, bonus and retroactive pay, and seasonal factors.

Average wages are computed by place of work. Therefore, the earnings of commuters who reside in one area and work in another, are counted in the area of employment.

### Per Capita Income

Per capita income data give a comparative measure of the income of people living in the area versus wage data which reflect earnings of workers who are employed in the area but do not live there. It is computed by dividing total personal income, the sum of earned income from all sources, by the population. Total personal income includes wages and salaries, interest, dividends, and rents, social security etc. Data on per capita income is provided for counties only. It is included to give a more comprehensive picture of an area's economic well-being.



# Overview:

## Job Trends in the SDAs

The Massachusetts economy performed well between 1984 and 1988. Job growth averaged 2.4 percent per year and average annual wages rose 31.1 percent to \$24,150. (In terms of 1982-84 constant dollars wages rose 15.2 percent.) Unemployment stood at 3.3 percent, a level so low that some economists believed Massachusetts had reached full employment. In 1989 Massachusetts employment growth leveled off. Unemployment inched up to 4.0 percent, but it still ranked Massachu-

setts with one of the lowest jobless rates of the 11 large states. In 1990, however, the industries that generated the bulk of the jobs--construction, services, retail trade, finance, insurance and real estate--declined. Unemployment was up 50 percent from 1989, averaging 189,000 workers or 6.0 percent. Massachusetts' unemployment rate is now higher than the nation's, averaging 9.2 percent (287,000 unemployed workers) during first quarter 1991.

Much of the employment in Massachusetts is concentrated in relatively few metropolitan areas. During the eighties, however, the state's job growth was diversified, as the city of Boston recorded the slowest growth rate of the 15 SDA's. But what areas generated the most jobs between 1984 and 1989? What areas had fast growing economies, low levels of unemployment, and high wages? What areas lost the most manufacturing jobs during the period? Which recorded the highest rates of unemployment in 1990? The following tables show the trends that highlight the answers to these questions.

### Population Growth

Table I identifies the SDAs that increased or decreased in population over the decade. It highlights the factors underlying population changes--the natural increase, or the net difference between the number of births and deaths that occurred

**Table 1: Changes in Population, Employment, and Unemployment by Service Delivery Area**  
(Data based on residential counts)

|                                 | Berkshire<br>County | Franklin<br>Hampshire | Hampden<br>County | Northern<br>Worcester | Southern<br>Worcester | Northern<br>Middlesex | Lower<br>Merrimack | Southern<br>Essex |
|---------------------------------|---------------------|-----------------------|-------------------|-----------------------|-----------------------|-----------------------|--------------------|-------------------|
| 1980 Population <sup>(1)</sup>  | 145,110             | 216,696               | 443,018           | 208,324               | 454,116               | 226,991               | 260,893            | 372,795           |
| 1988 Population <sup>(1)</sup>  | 138,720             | 224,420               | 449,950           | 225,650               | 471,300               | 244,320               | 279,100            | 375,180           |
| Natural Increase <sup>(2)</sup> | 2,014               | 6,631                 | 17,123            | 13,861                | 18,521                | 16,186                | 14,825             | 11,202            |
| Net Migration <sup>(3)</sup>    | (8,404)             | 1,093                 | (10,191)          | 3,465                 | (1,337)               | 1,143                 | 3,382              | (8,817)           |
| Total Net Change                | (6,690)             | 7,724                 | 6,932             | 17,326                | 17,183                | 17,329                | 18,207             | 2,385             |
| <b>1988</b>                     |                     |                       |                   |                       |                       |                       |                    |                   |
| Civilian Workforce              | 72,490              | 119,780               | 216,530           | 108,550               | 245,820               | 142,600               | 137,570            | 216,270           |
| Employed                        | 69,330              | 116,120               | 209,170           | 104,800               | 237,880               | 137,780               | 132,040            | 208,960           |
| Unemployed                      | 3,170               | 3,670                 | 7,370             | 3,750                 | 7,940                 | 4,820                 | 5,540              | 7,310             |
| Unemployment Rate               | 4.4                 | 3.1                   | 3.4               | 3.5                   | 3.2                   | 3.4                   | 4.0                | 3.4               |
| <b>1989</b>                     |                     |                       |                   |                       |                       |                       |                    |                   |
| Civilian Workforce              | 73,250              | 121,250               | 217,710           | 108,280               | 247,670               | 143,600               | 138,880            | 220,170           |
| Employed                        | 70,040              | 116,730               | 208,650           | 103,270               | 237,390               | 137,170               | 131,620            | 211,910           |
| Unemployed                      | 3,210               | 4,520                 | 9,070             | 5,020                 | 10,280                | 6,430                 | 7,260              | 8,260             |
| Unemployment Rate               | 4.4                 | 3.7                   | 4.2               | 4.6                   | 4.2                   | 4.5                   | 5.2                | 3.8               |
| <b>1990</b>                     |                     |                       |                   |                       |                       |                       |                    |                   |
| Civilian Workforce              | 74,040              | 123,530               | 218,520           | 107,020               | 245,550               | 139,780               | 136,640            | 220,380           |
| Employed                        | 69,450              | 116,940               | 205,410           | 99,090                | 229,430               | 130,300               | 126,380            | 208,360           |
| Unemployed                      | 4,590               | 6,590                 | 13,120            | 7,940                 | 16,120                | 9,480                 | 10,250             | 12,020            |
| Unemployment Rate               | 6.2                 | 5.3                   | 6.0               | 7.4                   | 6.6                   | 6.8                   | 7.5                | 5.5               |

(1) Estimates from the Bureau of the Census

(2) Derived from Mass. Dept. of Public Health's estimates of births & deaths

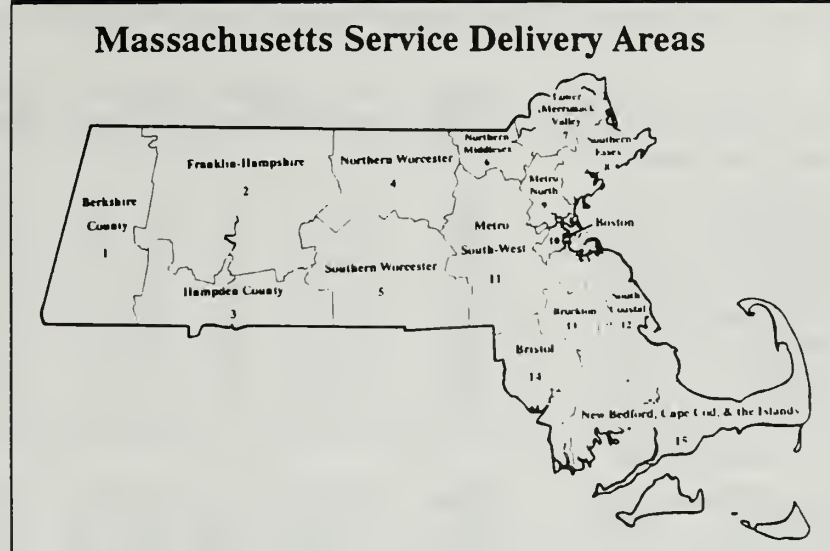
(3) Derived by subtracting total net change from natural increase

between 1980 and 1988; and the net migration, the number of residents that moved in or out of the area.

### Statewide Population Growth

Most of the population growth in Massachusetts from 1980 to 1988 has been entirely driven by natural increases as opposed to increases in in the number of people moving into the state. From 1970 to 1980 Massachusetts' population expanded less than one percent; from 1980 to 1989, it grew 3 percent, slightly faster than the last 10 years. This growth, however, is still well below the 8.7 percent national average. Several factors explain Massachusetts' slow population growth.

While births have declined throughout the nation, the decline is more pronounced in Massachusetts. From 1960 to 1985, live births in Massachusetts declined 27 percent while nationally, live births declined 12 percent.



Migration out of Massachusetts has been substantial. From 1970 to 1980, 263,000 people left the state. Although the economy improved in the 1980s, Massachusetts still had a net out-migration of 66,800 people between 1980 and 1988.

### Population Growth by SDA

Population changes among the SDAs varied. Population increased in 13 SDAs and declined in two. All SDAs had natural population increases, but only 5 SDAs—New Bedford, Cape Cod and the Islands, Northern Worcester,

| Metro North | City of Boston | Metro South/West | South Coastal | Brockton | Bristol | New Bedford Cape & Islands | State of Massachusetts |
|-------------|----------------|------------------|---------------|----------|---------|----------------------------|------------------------|
| 725,993     | 562,994        | 797,325          | 453,042       | 212,705  | 304,053 | 353,041                    | 5,737,096              |
| 705,680     | 577,830        | 808,700          | 467,410       | 216,640  | 311,600 | 393,200                    | 5,889,700              |
| 15,891      | 26,362         | 28,788           | 15,854        | 13,766   | 13,217  | 5,213                      | 219,454                |
| (36,204)    | (11,526)       | (17,413)         | (1,486)       | (9,831)  | (5,670) | 34,946                     | (66,794)               |
| (20,313)    | 14,836         | 11,375           | 14,368        | 3,935    | 7,547   | 40,159                     | 152,603                |
| 396,940     | 302,660        | 464,570          | 248,250       | 115,820  | 159,210 | 207,470                    | 3,155,000              |
| 385,960     | 292,340        | 454,110          | 240,640       | 111,570  | 152,370 | 198,270                    | 3,052,000              |
| 10,980      | 10,330         | 10,470           | 7,610         | 4,250    | 6,830   | 9,200                      | 103,000                |
| 2.8         | 3.4            | 2.3              | 3.1           | 3.7      | 4.3     | 4.4                        | 3.3                    |
| 399,080     | 304,160        | 466,910          | 250,080       | 117,250  | 162,310 | 209,190                    | 3,180,000              |
| 385,830     | 292,240        | 454,010          | 240,570       | 111,810  | 153,590 | 198,130                    | 3,053,000              |
| 13,250      | 11,920         | 12,900           | 9,500         | 5,440    | 8,720   | 11,070                     | 127,000                |
| 3.3         | 3.9            | 2.8              | 3.8           | 4.6      | 5.4     | 5.3                        | 4.0                    |
| 397,070     | 302,530        | 462,940          | 250,000       | 116,820  | 162,050 | 209,250                    | 3,166,000              |
| 377,300     | 285,790        | 443,990          | 235,230       | 108,550  | 148,350 | 192,340                    | 2,977,000              |
| 19,780      | 16,740         | 18,960           | 14,780        | 8,270    | 13,700  | 16,900                     | 189,000                |
| 5.0         | 5.5            | 4.1              | 5.9           | 7.1      | 8.5     | 8.1                        | 6.0                    |



**Table 2: Job Growth in Service Delivery Areas by Sector, 1984-1989** (Data based on Number of Jobs in Area)

|                                  | Berkshire<br>County | Franklin<br>Hampshire | Hampden<br>County | Northern<br>Worcester | Southern<br>Worcester | Northern<br>Middlesex | Lower<br>Merrimack | Southern<br>Essex |
|----------------------------------|---------------------|-----------------------|-------------------|-----------------------|-----------------------|-----------------------|--------------------|-------------------|
| <b>Avg Annual Percent Change</b> |                     |                       |                   |                       |                       |                       |                    |                   |
| Total, all Industries .....      | 1.7                 | 2.8                   | 1.9               | 1.7                   | 3.0                   | 1.8                   | 1.8                | 1.4               |
| Construction .....               | 13.0                | 10.8                  | 8.5               | 7.8                   | 7.1                   | 5.1                   | 5.3                | 5.7               |
| Manufacturing .....              | -3.1                | -2.3                  | -2.8              | -3.3                  | -1.0                  | -2.6                  | -2.1               | -3.6              |
| Communications/Utilities .....   | 3.9                 | 2.6                   | 4.2               | 2.7                   | 3.8                   | 8.2                   | 2.2                | 4.7               |
| Wholesale Trade .....            | -4.3                | 8.8                   | 1.7               | 9.6                   | 5.5                   | 8.8                   | 2.7                | 3.8               |
| Retail Trade .....               | 2.7                 | 4.5                   | 3.0               | 3.3                   | 3.6                   | 2.1                   | 2.7                | 1.1               |
| Banks, Ins. & Real Estate .....  | 0.3                 | 8.7                   | 3.2               | 5.1                   | 6.0                   | 5.6                   | 3.5                | 5.2               |
| Services .....                   | 4.5                 | 4.5                   | 4.0               | 5.6                   | 5.3                   | 6.9                   | 5.6                | 4.8               |
| Government .....                 | 1.8                 | 1.0                   | 2.2               | 2.2                   | 2.2                   | 2.0                   | 3.5                | 2.2               |
| <b>Net Change, 1984-1989</b>     |                     |                       |                   |                       |                       |                       |                    |                   |
| Total, all Industries .....      | 5,000               | 10,380                | 18,070            | 6,510                 | 30,680                | 8,420                 | 9,980              | 11,100            |
| Construction .....               | 1,770               | 1,420                 | 2,530             | 1,030                 | 2,430                 | 840                   | 940                | 1,520             |
| Manufacturing .....              | (2,480)             | (1,670)               | (6,550)           | (4,130)               | (2,650)               | (4,850)               | (4,750)            | (6,700)           |
| Communications/Utilities .....   | 320                 | 300                   | 1,640             | 330                   | 1,630                 | 1,280                 | 420                | 1,010             |
| Wholesale Trade .....            | (450)               | 850                   | 740               | 1,190                 | 3,330                 | 1,450                 | 710                | 1,370             |
| Retail Trade .....               | 1,690               | 3,300                 | 5,710             | 2,190                 | 6,880                 | 1,770                 | 2,330              | 2,170             |
| Banks, Ins. & Real Estate .....  | 20                  | 990                   | 2,060             | 560                   | 3,470                 | 770                   | 790                | 1,620             |
| Services .....                   | 3,550               | 4,150                 | 8,590             | 3,810                 | 12,560                | 5,750                 | 6,750              | 8,150             |
| Government .....                 | 530                 | 820                   | 3,100             | 1,300                 | 2,520                 | 1,120                 | 2,470              | 2,050             |
| <b>Percent Change, 1984-1989</b> |                     |                       |                   |                       |                       |                       |                    |                   |
| Total, all Industries .....      | 8.6                 | 14.6                  | 9.7               | 9.0                   | 16.0                  | 9.0                   | 8.8                | 7.5               |
| Construction .....               | 81.6                | 62.7                  | 46.9              | 37.0                  | 34.8                  | 24.4                  | 25.9               | 30.2              |
| Manufacturing .....              | -14.7               | -11.0                 | -13.3             | -15.4                 | -5.0                  | -12.4                 | -10.6              | -17.0             |
| Communications/Utilities .....   | 20.4                | 13.8                  | 22.6              | 13.2                  | 20.2                  | 40.5                  | 10.0               | 25.5              |
| Wholesale Trade .....            | -22.4               | 51.0                  | 7.7               | 56.7                  | 30.2                  | 50.8                  | 14.1               | 20.7              |
| Retail Trade .....               | 13.8                | 24.3                  | 16.1              | 17.6                  | 19.4                  | 10.9                  | 14.1               | 5.7               |
| Banks, Ins. & Real Estate .....  | 1.0                 | 47.8                  | 16.9              | 27.3                  | 32.7                  | 28.0                  | 18.5               | 28.7              |
| Services .....                   | 24.2                | 24.3                  | 21.6              | 30.8                  | 29.3                  | 39.1                  | 31.1               | 26.3              |
| Government .....                 | 9.4                 | 5.0                   | 11.7              | 11.6                  | 11.2                  | 10.5                  | 18.6               | 11.6              |

Lower Merrimack Valley, Northern Middlesex, and Franklin-Hampshire--had net in-migration.

Table 1 shows that New Bedford, Cape Cod and the Islands gained the most population over the decade, while Metro North and Berkshire County lost population. There are a number of reasons for population changes. One is that people move out of areas with weak job markets to where the jobs are. In Berkshire County and Metro North, job growth underperformed that of the state. But in New Bedford, Cape Cod and the Islands population growth primarily resulted from 34,946 people moving into the area. The area's economic boom, quality of life, and lower cost of living attracted them

to seek employment or retire. The characteristics of this SDA therefore make economic analysis of the employment growth to population growth relationship more difficult.

### A Note on Population Counts

At the time of this writing, 1990 Census data were not available. Some preliminary figures have since become available, showing a faster rate of growth between 1980 and 1990. Differences in the statewide rate of growth from 1980-1988 and 1980-1990, appear to be less than two tenths of a percentage point on an annualized basis. On an SDA basis, differences in the rate of change between the two figures appear to be most significant for only Bristol, Franklin-Hampshire, Metro North,

and Southern Worcester. However, population counts for 1990 are preliminary and are subject to possible correction for undercounts or overcounts. The U.S. Department of Commerce is considering whether to correct these counts and will publish corrected ones if any, no later than July 15, 1991.

### Labor Force and Employment

Table 1 also identifies the areas with the largest labor force and the most employment in 1988, 1989, and 1990. Some significant differences exist in the concept of employment. Because interurban commuting outside of many service delivery areas is common, residential and business growth often diverge. The data in table 1 are

| Metro North | City of Boston | Metro South-West | South Coastal | Brockton | Bristol | New Bedford Cape & Islands | State of Massachusetts |
|-------------|----------------|------------------|---------------|----------|---------|----------------------------|------------------------|
| 1.3         | 0.7            | 2.0              | 3.3           | 3.0      | 2.1     | 2.3                        | 1.8                    |
| 5.7         | 3.1            | 5.2              | 8.1           | 6.6      | 11.8    | 6.4                        | 6.1                    |
| -3.6        | -7.0           | -2.1             | -5.4          | -3.6     | -3.1    | -4.8                       | -3.6                   |
| 4.7         | -2.3           | 1.5              | 5.8           | 3.0      | 2.4     | 2.0                        | 1.0                    |
| 3.9         | -4.7           | 6.4              | 4.8           | 10.2     | 8.5     | 7.0                        | 3.9                    |
| 1.1         | -1.5           | 1.8              | 2.2           | 4.8      | 5.0     | 3.0                        | 2.1                    |
| 5.2         | 1.4            | 4.4              | 10.9          | 6.0      | 4.6     | 4.4                        | 4.1                    |
| 4.8         | 3.0            | 5.0              | 6.7           | 5.1      | 4.7     | 5.7                        | 4.4                    |
| 1.0         | 2.7            | 1.0              | 1.0           | 0.8      | 3.8     | 2.5                        | 2.0                    |
|             |                |                  |               |          |         |                            |                        |
| 22,560      | 19,680         | 46,060           | 27,780        | 12,180   | 13,230  | 17,200                     | 258,190                |
| 3,110       | 1,670          | 3,980            | 3,630         | 1,150    | 2,280   | 1,990                      | 30,430                 |
| (26,530)    | (14,220)       | (14,230)         | (6,860)       | (2,610)  | (7,060) | (6,450)                    | (112,440)              |
| (1,120)     | (4,140)        | 1,030            | 1,760         | 670      | 420     | 660                        | 5,680                  |
| 8,920       | (5,630)        | 10,770           | 2,120         | 2,390    | 2,600   | 1,540                      | 31,580                 |
| 4,980       | (4,610)        | 7,030            | 4,950         | 4,660    | 6,270   | 5,970                      | 55,930                 |
| 6,950       | 5,110          | 4,680            | 7,960         | 960      | 1,110   | 1,310                      | 38,730                 |
| 24,380      | 29,040         | 29,960           | 12,490        | 4,190    | 4,880   | 9,310                      | 167,370                |
| 1,540       | 12,370         | 2,460            | 900           | 490      | 2,580   | 2,410                      | 36,540                 |
|             |                |                  |               |          |         |                            |                        |
| 6.5         | 3.7            | 10.2             | 17.7          | 16.1     | 11.1    | 12.1                       | 9.2                    |
| 23.8        | 15.6           | 25.7             | 43.7          | 35.2     | 67.0    | 31.6                       | 31.6                   |
| -32.6)      | 30.4           | -10.3)           | -24.6)        | -17.0    | -14.8)  | -21.8)                     | -16.7)                 |
| 8.4         | -11.1          | 7.1              | 31.5          | 14.8     | 12.2    | 10.0                       | 4.8                    |
| 40.9        | -21.8          | 35.7             | 26.4          | 60.6     | 48.2    | 39.8                       | 21.0                   |
| 8.2         | -7.3           | 9.1              | 11.5          | 26.5     | 27.1    | 15.8                       | 11.1                   |
| 57.7        | 6.9            | 23.8             | 65.8          | 33.7     | 25.0    | 23.2                       | 22.1                   |
| 21.3        | 15.6           | 27.7             | 38.2          | 28.3     | 26.0    | 32.0                       | 23.7                   |
| 5.3         | 14.2           | 5.2              | 4.9           | 3.8      | 20.2    | 12.9                       | 10.4                   |

residentially based, so heavily populated areas usually have the largest labor force and employment. The data in tables 2, 3, and 4 are employer based. These tables represent employment changes in business establishments within an area.

Massachusetts' civilian labor force grew by 10.9 percent or by 313,000 between 1980 and 1989. Women accounted for 80.2 percent of the increase. Hurt by slow population growth, Massachusetts' labor force growth lagged behind the 15.8 percent national average growth rate recorded for the same period. In 1990, however, the Massachusetts labor force declined marginally to 3,166,000, a loss of 14,000 workers from 1989.

Over half of Massachusetts' labor force resided in 5 SDAs and more than a third lived in just three of these SDAs—Metro South-West, Metro North, and the City of Boston.

Metro South-West, the area bounded by Route 128 and Interstate 495, has the largest and most educated labor force in the state. In 1990 it accounted for approximately 15 percent of the state's labor force and employment. Metro North and the City of Boston, the second and third largest SDAs in terms of population and employment, accounted for 12.6 and 9.6 percent of Massachusetts employment, respectively.

South Coastal and Southern Worcester, the fourth and fifth largest SDAs,

each accounted for about 8 percent of Massachusetts' employment. Berkshire County, the state's smallest SDA in terms of population, labor force, and employment had only 2.3 percent of the state's employment.

### Unemployment

Table I also shows the distribution of unemployment and the jobless rates among the 15 SDAs. Bristol, New Bedford, Cape Cod and the Islands, and Lower Merrimack Valley, areas with nondiversified economies, had among the highest rates of unemployment in the state in 1988, 1989, and 1990. In 1990, Bristol's and New Bedford, Cape Cod and the Island's jobless rate topped 8.0 percent. Despite problems in its high technology industries, Metro South-



**Table 3: Distribution of Jobs in Service Delivery Areas by Industry & Occupation**

|                                  | Berkshire<br>County | Franklin<br>Hampshire | Hampden<br>County | Northern<br>Worcester | Southern<br>Worcester | Northern<br>Middlesex | Lower<br>Merrimack | Southern<br>Essex |
|----------------------------------|---------------------|-----------------------|-------------------|-----------------------|-----------------------|-----------------------|--------------------|-------------------|
| <b>Industrial Distribution</b>   |                     |                       |                   |                       |                       |                       |                    |                   |
| Total Jobs .....                 | 100.0               | 100.0                 | 100.0             | 100.0                 | 100.0                 | 100.0                 | 100.0              | 100.0             |
| Construction .....               | 5.9                 | 4.5                   | 3.9               | 4.8                   | 4.2                   | 4.2                   | 3.7                | 4.1               |
| Manufacturing .....              | 22.9                | 16.6                  | 20.8              | 29.0                  | 22.8                  | 33.8                  | 32.4               | 20.4              |
| Communications/Utilities .....   | 3.0                 | 3.0                   | 4.4               | 3.5                   | 4.4                   | 4.4                   | 3.7                | 3.1               |
| Wholesale Trade .....            | 2.5                 | 3.1                   | 5.0               | 4.2                   | 6.5                   | 4.2                   | 4.7                | 5.0               |
| Retail Trade .....               | 22.2                | 20.7                  | 20.2              | 18.5                  | 19.0                  | 17.7                  | 15.3               | 25.2              |
| Banks, Ins. & Real Estate .....  | 4.0                 | 3.8                   | 7.0               | 3.3                   | 6.3                   | 3.4                   | 4.1                | 4.5               |
| Services .....                   | 28.9                | 26.0                  | 23.6              | 20.4                  | 24.9                  | 20.1                  | 23.0               | 24.5              |
| Government .....                 | 9.9                 | 21.2                  | 14.5              | 15.9                  | 11.3                  | 11.5                  | 12.7               | 12.3              |
| <b>Occupational Distribution</b> |                     |                       |                   |                       |                       |                       |                    |                   |
| Total, all Occupations .....     | 100.0               | 100.0                 | 100.0             | 100.0                 | 100.0                 | 100.0                 | 100.0              | 100.0             |
| Managerial & Executive .....     | 8.8                 | 8.7                   | 7.7               | 8.6                   | 8.6                   | 9.0                   | 8.0                | 8.6               |
| Prof. & Technical .....          | 19.9                | 21.8                  | 16.7              | 14.8                  | 18.9                  | 23.3                  | 20.7               | 16.6              |
| Marketing & Sales .....          | 12.0                | 10.6                  | 13.7              | 11.5                  | 12.6                  | 13.1                  | 9.8                | 14.0              |
| Clerical & Administrative .....  | 14.8                | 15.2                  | 17.3              | 15.3                  | 18.0                  | 16.8                  | 16.6               | 16.6              |
| Service .....                    | 16.9                | 17.9                  | 15.6              | 13.3                  | 15.0                  | 12.4                  | 13.9               | 17.5              |
| Prod, Const Wkrs/Operators ..... | 27.7                | 25.8                  | 29.0              | 36.5                  | 26.9                  | 25.4                  | 30.9               | 26.8              |

West continues to have the lowest unemployment rate in Massachusetts, helped along by a low population growth rate, about half that of the state.

### Job Growth

Table 2 details the economic growth within each SDA over the 1984-1989 period. It identifies the average yearly change in industry employment levels among the SDAs, the number of jobs generated or lost by each industry over the 5 year period, and the percent change in industry employment levels between 1984 and 1989.

It is important to note that annual 1990 SDA job data are not available at the time of this writing. However, statewide job losses for 1990 totalled 125,700, the highest ever recorded. This downward trend is expected to continue well into 1991.

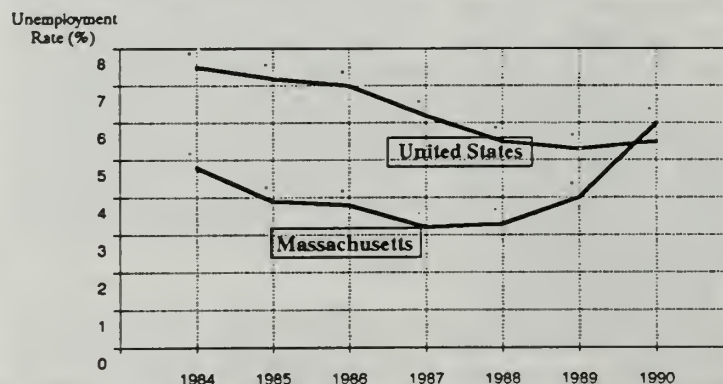
Metro South-West generated over 46,000 jobs, the most of any SDA between 1984 and 1989. South-

ern Worcester generated 30,680 jobs, the second largest number. This is significant because Southern Worcester is only one-half the size of Metro South-West, in terms of total number of jobs. South Coastal, benefiting from the expansion of office employment and its proximity to Boston, generated 22,560 jobs, the third largest number of jobs and the fastest rate of growth at 17.7 percent. In total, these three SDAs accounted for over 38 percent of the

Commonwealth's jobs between 1984 and 1989. Boston, the state's capital and largest SDA, generated 19,675 jobs, less than half the number Metro South-West created. Job growth averaged 0.7 percent per year in Boston, the lowest of Massachusetts' SDAs.

Service industries generated the bulk of the SDAs' jobs over the period. Only in Brockton and Bristol, areas

**Chart 2: Unemployment rates decreased between 1984 and 1987 in Massachusetts, while they continued to fall in the US until 1989.**





| Metro North | City of Boston | Metro South-West | South Coastal | Brockton | Bristol | New Bedford Cape & Islands | State of Massachusetts |
|-------------|----------------|------------------|---------------|----------|---------|----------------------------|------------------------|
| 100.0       | 100.0          | 100.0            | 100.0         | 100.0    | 100.0   | 100.0                      | 100.0                  |
| 4.4         | 2.2            | 3.9              | 6.4           | 5.0      | 4.3     | 5.2                        | 4.2                    |
| 14.9        | 5.9            | 24.7             | 11.3          | 14.4     | 30.6    | 14.6                       | 18.3                   |
| 3.3         | 6.0            | 3.1              | 4.0           | 5.9      | 2.9     | 4.6                        | 4.1                    |
| 8.3         | 3.7            | 8.2              | 5.5           | 7.2      | 6.0     | 3.4                        | 6.0                    |
| 17.8        | 10.7           | 16.8             | 26.0          | 25.3     | 22.1    | 27.6                       | 18.4                   |
| 5.1         | 14.4           | 4.9              | 10.8          | 4.3      | 4.2     | 4.4                        | 7.0                    |
| 37.5        | 39.0           | 27.7             | 24.4          | 21.6     | 17.8    | 24.2                       | 28.6                   |
| 8.2         | 18.0           | 9.9              | 10.3          | 15.4     | 11.5    | 13.3                       | 12.8                   |
| 100.0       | 100.0          | 100.0            | 100.0         | 100.0    | 100.0   | 100.0                      | 100.0                  |
| 9.4         | 9.6            | 9.2              | 9.0           | 7.9      | 7.5     | 8.8                        | 8.4                    |
| 21.4        | 25.9           | 23.0             | 16.3          | 16.1     | 14.4    | 15.3                       | 22.2                   |
| 12.6        | 9.6            | 12.7             | 15.4          | 13.6     | 12.6    | 13.6                       | 11.7                   |
| 19.9        | 24.3           | 18.1             | 20.0          | 18.9     | 15.9    | 15.7                       | 18.7                   |
| 14.3        | 16.9           | 14.2             | 16.1          | 15.4     | 14.6    | 19.5                       | 16.0                   |
| 22.4        | 13.7           | 22.8             | 23.2          | 28.2     | 35.5    | 27.1                       | 23.0                   |

with high concentrations of retail trade industries, did the retail trade sector generate more jobs than service industries.

The mix of service industries within each SDA varies. Boston, Metro South-West, and Metro North have the highest concentrations of high technology service industries in the Commonwealth. In these 3 SDAs, annual service industry wages approximated \$27,000, significantly higher than other SDA's (see table 4). For example, Bristol, Northern Worcester, and Franklin-Hampshire, with smaller concentrations of business service industries, have average annual service industry wages that are only 66 percent of Boston, Metro South-West and Metro North.

The plight of the state's manufacturing sector is also very visible in table 2. Manufacturing employment declined in every SDA over the 1984-1989 period. However, the biggest losses of manufacturing jobs have been in Metro North which lost 26,530 jobs; Metro South-West which

lost 14,230 jobs; and the City of Boston which lost 14,220 jobs.

### Job Distribution by Industry and Occupation

Table 3 shows the distribution of jobs by industry sector and occupational group in the state's 15 SDAs. These tables highlight the geographic differences in the structure of each local area's economy and job market. In the city of Boston, for example, fewer than 6 percent of the jobs are in manufacturing industries. In contrast, almost a quarter of the jobs in Metro South-West and over a third of the jobs in Northern Middlesex are in manufacturing.

The mix of industries and the structure of an area's economy directly influences the number and types of jobs found within the SDA. The distribution of jobs in major occupational categories in table 3 illustrates this point. In Berkshire County, for example, approximately 23 percent of the workforce is employed in manufacturing industries, compared to 18

percent statewide. Because an above average number of manufacturing jobs are concentrated in Berkshire County, a greater percentage of the workforce has jobs in production, construction and operating occupations than statewide (28% vs 23%). Similarly, because Berkshire County is not a major banking and insurance center, approximately 15 percent of the SDA's workers have office jobs in clerical occupations, compared to 19 percent statewide.

The distribution of jobs by occupation is based on 1987 data, collected from the Occupational Employment Statistics Survey. Changes in industry structure since 1987 do not significantly affect an area's occupational staffing patterns. Over the long term, however, occupational staffing patterns do change with the advances of technology and supply of new workers.

When reviewing the data in table 3 and tables A, B and C of this report it is important to remember that labor markets for a particular occu-

**Table 4: 1989 Average Annual Wages by SDA and Industry**

|                                 | Berkshire<br>County | Franklin<br>Hampshire | Hampden<br>County | Northern<br>Worcester | Southern<br>Worcester | Northern<br>Middlesex | Lower<br>Merrimack | Southern<br>Essex |
|---------------------------------|---------------------|-----------------------|-------------------|-----------------------|-----------------------|-----------------------|--------------------|-------------------|
| Total, all Industries .....     | \$21,736            | \$20,253              | \$21,683          | \$21,486              | \$23,002              | \$26,241              | \$24,017           | \$22,964          |
| Construction .....              | 25,773              | 24,628                | 28,663            | 25,645                | 27,444                | 27,341                | 28,270             | 27,525            |
| Manufacturing .....             | 31,263              | 25,813                | 27,554            | 27,630                | 30,368                | 35,339                | 29,746             | 33,533            |
| Communications/Utilities .....  | 22,544              | 25,654                | 26,317            | 21,110                | 28,219                | 22,459                | 29,672             | 25,602            |
| Wholesale Trade .....           | 27,853              | 23,947                | 26,759            | 26,563                | 27,727                | 31,911                | 32,433             | 31,899            |
| Retail Trade .....              | 12,158              | 11,282                | 12,045            | 12,015                | 12,432                | 13,433                | 12,554             | 12,916            |
| Banks, Ins. & Real Estate ..... | 25,548              | 20,241                | 26,010            | 21,010                | 25,847                | 25,222                | 22,964             | 25,008            |
| Services .....                  | 19,090              | 18,778                | 19,635            | 18,139                | 19,872                | 21,959                | 20,740             | 19,862            |

pation may cover areas wider than those defined by the SDAs. Many professional occupations, for example, have national labor markets.

### Average Annual Wages

Table 4 lists the average annual wage in each SDA by industry sector. The average industry wage gives a comparative measure of the industry's pay scale. Compiled through the Employment and Wages program, the data approximates an average annual wage for all workers in the

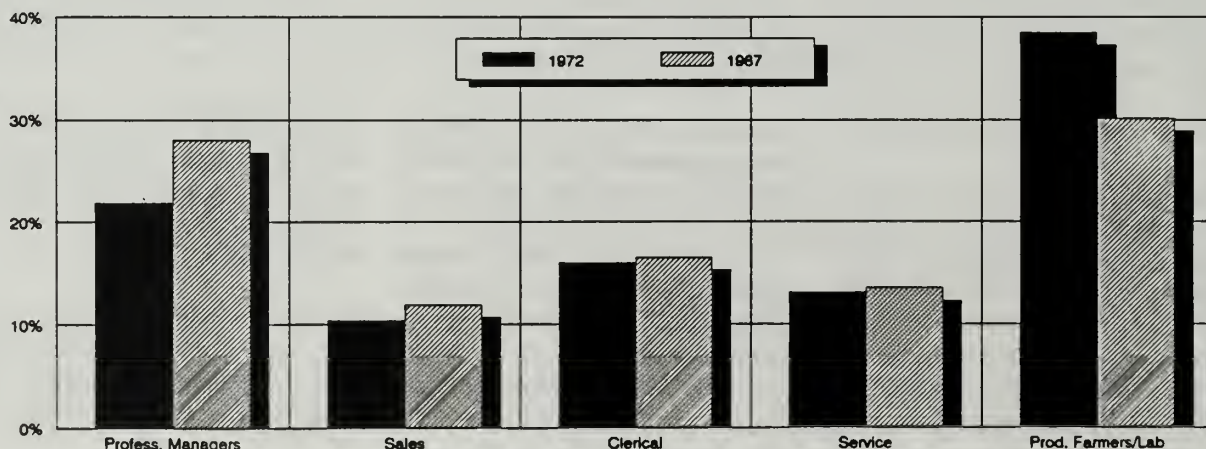
industry. It is computed by dividing the total industry wages by the total number of workers, regardless of part-time or seasonal status.

Given the concentration of banks, law firms, insurance and real estate companies, and high tech industries in Boston, wages here are the highest in the state (\$29,810), followed by Metro South-West (\$28,685), and Metro North (\$26,644). The high concentration of seasonal jobs in New Bedford, Cape Cod and the

Islands contributed to this SDA's reporting the lowest wages in the state (\$19,210).

Wages vary within sectors, depending upon the mix of industries located within the SDA. Given the concentration of computer firms in Metro South-West and Northern Middlesex, for example, the manufacturing wages reported in each of these areas are the highest in the state. In contrast, given the concentration of the low paying apparel

**Chart 3: The percentage share of employment in the US is rising the fastest in occupational groups requiring the most education and decreasing in occupations requiring less education**



| Metro North | City of Boston | Metro South-West | South Coastal | Brockton | Bristol  | New Bedford Cape & Islands | State of Massachusetts |
|-------------|----------------|------------------|---------------|----------|----------|----------------------------|------------------------|
| \$26,644    | \$29,810       | \$28,527         | \$22,685      | \$22,568 | \$20,306 | \$19,210                   | \$25,220               |
| 31,948      | 35,439         | 31,775           | 30,861        | 29,601   | 25,010   | 24,454                     | 29,554                 |
| 31,688      | 31,345         | 36,854           | 27,016        | 24,625   | 23,443   | 22,333                     | 30,926                 |
| 30,025      | 36,196         | 29,273           | 31,008        | 27,067   | 27,156   | 25,486                     | 29,889                 |
| 34,402      | 34,227         | 38,408           | 30,622        | 29,729   | 26,733   | 23,015                     | 32,779                 |
| 14,747      | 15,128         | 15,683           | 14,238        | 14,687   | 12,151   | 12,743                     | 13,775                 |
| 26,747      | 41,550         | 27,903           | 26,185        | 23,572   | 19,493   | 22,079                     | 31,525                 |
| 27,332      | 27,678         | 26,609           | 20,528        | 20,162   | 17,916   | 18,465                     | 24,010                 |

and needle trade industries in Bristol and New Bedford, manufacturing wages here are the lowest in the state.

The same can be said of service industry wages. The city of Boston and Metro North have the highest paying service industries in the state. The average worker employed in Boston's service industries earned \$27,678 in 1989, the highest in the state. Similarly, due to the concentration of high paying engineering, management and research firms in the service industries in Metro North, the area is the only SDA where the average service wage is higher than the average for all wages (\$27,332 vs. \$26,644).

### Education's Importance

With the economy currently restructuring, occupational growth will certainly be affected, since each industry requires a different mix of occupations to produce its goods and services. An analysis of the kinds of jobs generated in the United States between 1972 and 1987 shows that, in general, employment increased the fastest in occupational groups requiring the most education and decreased in occupations requiring less education. In 1972 managerial, executive and administrative occupations were 8.9 percent of all jobs. By 1987, their share increased 2.9 percentage points to 11.8

percent. In contrast, the share of low skilled occupations such as operators, fabricators, and laborers decreased 6 percentage points. In 1972 they were 21.2 percent of all jobs--the largest occupational share--but by 1987 they were only 15.2 percent of all jobs. These trends are expected to continue in the 1990s.

### Education and Jobs in Massachusetts

Despite Massachusetts' recent downturn in employment, the educational requirements in the emerging job market will continue to be more heavily geared toward those jobs requiring either college or post secondary training.



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# The Southern Essex Service Delivery Area

## Economic Overview

Southern Essex was one of Massachusetts' largest recipients of defense dollars during the eighties. At the height of the U.S. military build up in 1984, Southern Essex's aerospace industries received \$1.4 billion or 19.9 percent of the \$7.7 billion defense contracts awarded to Massachusetts. Employment in Southern Essex's aerospace industries started declining in 1985 as defense spending began to slow, but since only approximately 10 percent of all jobs in the SDA are defense related, Southern Essex's economy did not falter between 1984 and 1989. Fueled by consumer spending and the demand for construction, employment, here, grew by 11,000 or 7.5 percent over the period. Employment increases, however, averaged only 1.5 percent per year compared to the 1.8 percent statewide growth rate, and many of the jobs produced during the expansion were lower paying, thus decreasing the area's wages as a percent of total state wages. Employment levelled off in 1989 and declined substantially in 1990.

Despite the concentration of jobs in retail trade and services, employment in production, construction, and machining occupations comprise the larg-

est number of jobs (26.8%). Service workers, with 17.5 percent of employment, have the second largest number of jobs. This represents a significant departure from the state's occupational staffing pattern where professional and technical workers account for the second largest number of jobs (22.0%).

## Economic Base

Southern Essex became a service-oriented economy during the 1980s. From 1984 to 1989 manufacturing jobs declined sharply and retail trade surpassed manufacturing as the largest source of employment. Service industry employment also increased rapidly over the period, so fast, that it now provides nearly 25 percent of the region's jobs along with retail trade. Service industries may overtake retail trade to become Southern Essex's largest employer in the 1990s. Manufacturing, which accounted for the largest portion of the economic base in 1984, now accounts for the third largest number of jobs or 20 percent of employment.

Southern Essex's movement toward a service oriented economy has been accelerated, not only by the recent growth in services, but also by the sharp job losses in manufacturing. The fol-

lowing sections summarize the composition and changes in retail trade, services and manufacturing.



## Retail Trade

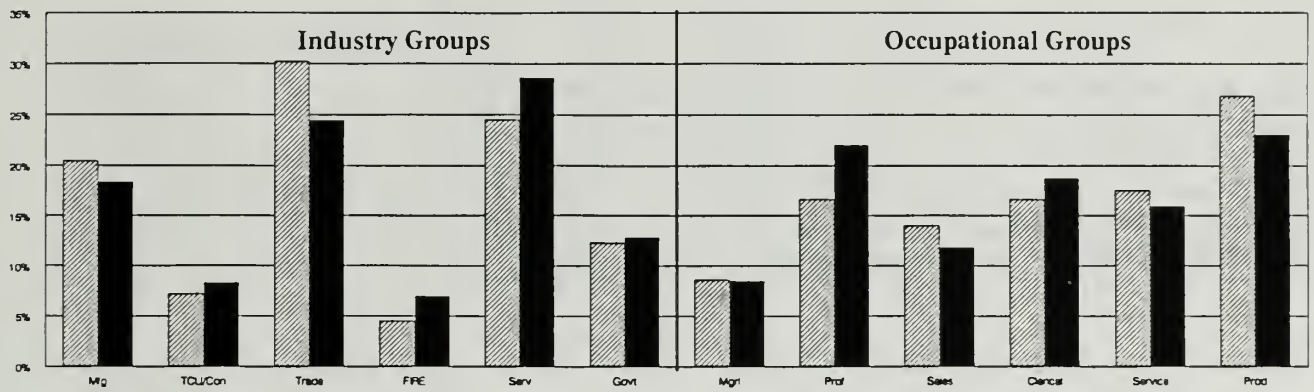
Retail trade employs the largest number of workers (40,352) in Southern Essex and accounts for a far greater

## Definition of Area

The Southern Essex SDA covers the North Shore of Massachusetts, the area along the Atlantic coast between Boston and Rockport. Composed of old historic sailing towns and five cities, the SDA has 58 percent of Essex County's population and 56 percent of its employment.

## Distribution of Employment by Industry and Occupation

 Southern Essex SDA  
 State Average

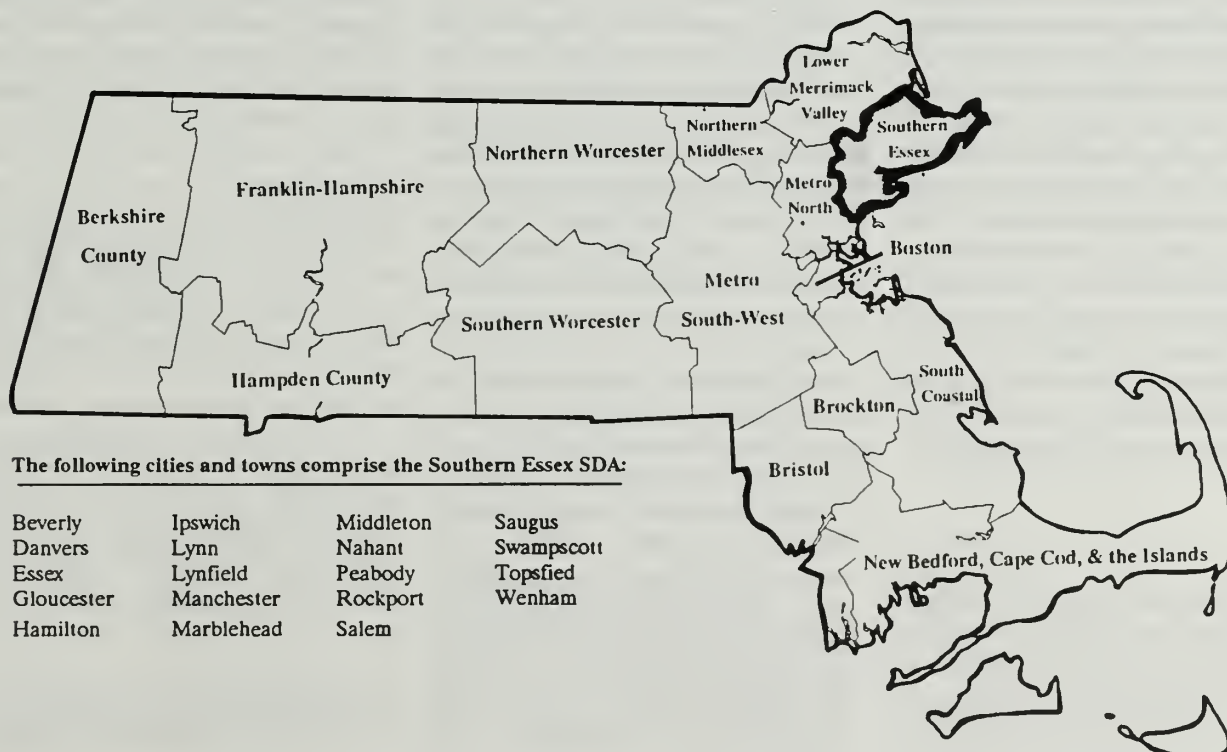


share of total employment here than in the state as a whole (25.2% vs 18.4%). Retail trade was one of the fastest growing industries in the state during the eighties. In Southern Essex, however, retail trade employment grew slowly, increasing 5.7 percent between 1984 and 1989, half the 11.0 percent

growth rate recorded for the state. As in the state, retail trade jobs dropped sharply in 1990.

There are a number of reasons for the slow growth in Southern Essex's retail trade sector. These include Southern Essex's slower growing population,

which limits the demand for retail goods, and the difficulty Southern Essex's retailers have had in hiring entry-level workers. The sharp drop in the number of teenagers entering the workforce during the eighties affected retailers across the state, particularly retailers in areas with low levels of unemploy-



## Employment in Major Groups

| (Note employment levels exclude federal government, private households and agricultural workers) | Employment | Percent Distribution |               |
|--|------------|----------------------|---------------|
|  |            | SDA                  | State Average |
| Total, all Occupations .....   | 155,285    | 100.0                | 100.0         |
| Prod/Constr Wkrs & Operators .....   | 41,595     | 26.8                 | 23.0          |
| Service Occupations .....  | 27,140     | 17.5                 | 15.9          |
| Clerical Occupations .....   | 25,825     | 16.6                 | 18.7          |
| Professional & Technical .....   | 25,710     | 16.6                 | 22.0          |
| Marketing & Sales .....  | 21,725     | 14.0                 | 11.8          |
| Managerial & Executive .....   | 13,290     | 8.6                  | 8.5           |

ment. Southern Essex had low unemployment rates as did the rest of the state, but Southern Essex also had the third smallest increase in its labor force among the state's 15 SDAs. This situation put Southern Essex's retailers at a double disadvantage when looking for help.

General merchandise stores, food stores, automotive dealers and service stations, eating and drinking places, and miscellaneous retail trade stores account for greater shares of Southern Essex's retail trade employment than Massachusetts'. Local area retailers need both an expanding population and labor force to increase demand, and from 1980 to 1988, population growth in Southern Essex remained flat. This also contributed to Southern Essex's slow retail trade employment growth and suggests that the retail trade markets in this SDA may have reached saturation.

### Services

Service industries employ the second largest number of workers in Southern Essex (39,130), but comprise a smaller share of total employment here than in Massachusetts (24.5% vs 28.6%). Serv-

ice industries encompass a wide range of economic activities such as business, health, education, recreation, and management consulting. Despite this diversity, service industries can be divided into two categories: services sold for consumer use, and services used by businesses in the production of goods and services.

Service industries occupy a prominent position in both the Massachusetts and Southern Essex economies. Service industries accounted for 65 percent of the jobs generated in Massachusetts between 1984 and 1989 and 73 percent of Southern Essex's jobs. How do Southern Essex's and the state's service industries compare? Service industries catering to local consumer markets account for a greater percentage of employment in Southern Essex's service industries than in Massachusetts'. Establishments providing services for the local population such as personal care, health, repair, amusement, and education account for 66.7 percent of Southern Essex's service sector employment compared to 59.7 percent in Massachusetts. In contrast, legal, business, engineering, accounting, research and testing, membership organizations, hotels and other pro-

fessional services which primarily serve businesses make up 33.4 percent of this SDA's service industry employment compared to 40.3 percent statewide.

Business and high tech services will continue to be an important contributor to economic growth over the decade. Capturing a better share of employment in these industries would diversify Southern Essex's service sector and add good paying jobs to its economic base.

### Manufacturing

Manufacturing employs the third largest number of workers (32,660) and accounts for a greater share of total employment in Southern Essex than in Massachusetts (20.4% vs 18.3%). Southern Essex manufacturing is primarily concentrated in aircraft engines, parts, and equipment; lighting and wiring equipment; electron tubes, semiconductors and other electronic components. Some computer and instrument manufacturing also take place in the area.

Southern Essex's aerospace industries are the area's principal industries, ac-



# Top Ten Occupations and Industries with the Largest Employment

## Top Ten Occupations

|  |       |
|--|-------|
| Retail Trade Sales Representatives .....   | 8,000 |
| General Managers & Top Executives .....    | 5,525 |
| Cashiers .....                             | 5,334 |
| Bartenders .....                           | 4,745 |
| Secretaries .....                          | 3,465 |
| General Office Clerks .....                | 3,180 |
| Bookkeepers & Accounting Clerks .....      | 3,180 |
| Other Helpers, Laborers, Movers Hand ..... | 2,992 |
| Stock Clerks .....                         | 2,665 |
| Mechanics .....                            | 2,507 |

## Top Ten Industries

|  |        |
|--|--------|
| Eating & Drinking Places .....                         | 13,585 |
| Elementary & Secondary Schools, public & private ..... | 7,835  |
| Hospitals, public & private .....                      | 7,430  |
| Aircraft & Parts .....                                 | 7,250  |
| Local Govt exc. Schools & Hospitals .....              | 6,140  |
| Grocery Stores .....                                   | 5,095  |
| Department Stores .....                                | 4,070  |
| Nursing & Personal Care Facilities .....               | 3,290  |
| Electric Lighting & Wiring Equipment .....             | 2,840  |
| Misc. Shopping Goods Stores .....                      | 2,280  |

counting for 28 percent of all manufacturing employment. Employment in other manufacturing industries, however, is directly related to the fortunes of the aircraft industry, whether these industries manufacture precision machine tools to make the aircraft components and assemblies, or the instrumentation and systems for aerospace application, or the electrical and electronic components themselves.

Southern Essex's manufacturing employment declined faster than the state average and now employs only 20 percent of the area's workers, down from 26.4 percent in 1984. Although Southern Essex's manufacturing is beginning to diversify, its aerospace industries remain fundamentally important to the economic livelihood of the SDA.

### Occupational Composition

Given the number of production facilities in Southern Essex's manufacturing sector, production and construction workers, mechanics, operators, and laborers have the most jobs (41,595) or 26.8 percent of all jobs. This percent share is significantly greater than the 23 percent employment concentration found in these occupations statewide.

The second largest number of jobs in Southern Essex is found in food and other service occupations. Service workers account for 17.5 percent of total employment in Southern Essex compared to 15.9 percent in Massachusetts.

Jobs in the clerical and professional and technical occupational groups each number close to 26,000 and account for 16.6 percent each of total employment. Statewide, professional and technical workers and clerical workers have a greater percentage of the jobs (22% and 18.7% respectively). Because Southern Essex is not a major finance center or producer of high tech services, clerical and professional and technical workers make up smaller percentages of Southern Essex's total employment.

Sales workers account for more jobs in Southern Essex than in Massachusetts due to the abundance of retail trade establishments in the area (14% vs 11.8%). Managers account for 8.6 percent of Southern Essex's employment.

### Employment in Major Groups

The following sections summarize the employment in occupations with the largest number of jobs within each category. Comparisons made between the state and the SDA identify the major

differences in the occupational concentration of employment.

### Managerial Occupations

Managers and executives hold 13,290 jobs or 8.6 percent of the jobs in Southern Essex. Statewide, managers and executives have the same percentage share of jobs (8.5%). About 33 percent of Southern Essex's managers are managers of finance, personnel, purchasing, marketing, administrative services, and engineering. Middle managers in education, health services, construction, real estate, manufacturing, food service, and communications and utilities comprise another 17.5 percent of Southern Essex's managers. General managers and top executives, whose jobs are too diverse and general in nature to be classified in any functional or line area of management and administration, account for the most jobs (42 percent).

### Professional and Technical Occupations

Professional and technical workers, numbering 25,700, have 16.6 percent of the jobs in Southern Essex. Health practitioners, technicians and technologists have the largest number of professional and technical jobs (7,295) and

## Labor Force, Employment and Unemployment

|      | Labor Force | Employed | Unemployed | Unemployment Rate |               |
|------|-------------|----------|------------|-------------------|---------------|
|      |             |          |            | SDA               | State Average |
| 1983 | 199,680     | 187,010  | 12,670     | 6.3               | 6.9           |
| 1984 | 205,630     | 196,350  | 9,280      | 4.5               | 4.8           |
| 1985 | 205,650     | 197,910  | 7,730      | 3.8               | 3.9           |
| 1986 | 207,710     | 200,380  | 7,330      | 3.5               | 3.8           |
| 1987 | 209,130     | 202,560  | 6,570      | 3.1               | 3.2           |
| 1988 | 216,270     | 208,960  | 7,310      | 3.4               | 3.3           |
| 1989 | 220,170     | 211,900  | 8,260      | 3.8               | 4.0           |
| 1990 | 220,380     | 208,360  | 12,020     | 5.5               | 6.0           |

account for 28 percent of employment. Registered nurses, one of the largest occupations in Southern Essex, account for 35 percent of the jobs in health care occupations.

Teachers, educators and instructors make up the second largest number of professional and technical workers with 6,940 jobs. Elementary and secondary teachers account for 40 percent of the SDA's teaching jobs.

Engineers and engineering technicians comprise the third largest share of professional and technical employment (13.2%). Electrical and electronic engineers hold 715 jobs or 21 percent of the engineering jobs. Accountants and auditors and other financial specialists; purchasing agents and buyers; personnel training and labor relations specialists; assessors and other management support workers account for the fourth largest number of jobs or 12.6 percent. Computer and mathematical scientists numbering 1,035 account for less than 5 percent of the professional and technical jobs.

### Sales Occupations

Sales workers account for 14 percent of the jobs in Southern Essex compared to 12 percent statewide. Due to the abundance of retail trade establishments in Southern Essex, retail trade representatives, cashiers, stock clerks

and counter and rental clerks account for 76 percent of the sales workers compared to 50 percent statewide.

### Clerical Occupations

The 25,825 clerical workers hold a 16.6 percent share of the employment in Southern Essex. Secretaries, receptionists, bookkeepers and other general office workers account for half of the jobs in clerical occupations.

### Service Occupations

Jobs in food service occupations account for over half of the 27,150 jobs in service occupations. Service jobs comprise 17.5 percent of jobs in Southern Essex compared to 16 percent statewide. Cooks, waiters and waitresses and hosts and hostesses account for the bulk of the jobs in food service occupations. Janitors and cleaners, security guards, and nursing aides account for the majority of employment in the remaining service occupations.

### Production, Construction, & Machinery Occupations

Production and construction workers, mechanics, repairers, and installers and operators have the most jobs (41,595 jobs) or 26.8 percent of jobs in Southern Essex. Set-up operators, operators, and tenders are the largest jobholders in this group with 8,540 jobs or 20 percent. The second largest occupational group, mechanics, repairers, and

installers have 5,655 jobs or 13.6 percent of employment. Helpers and laborers, comprising 13.4 percent of employment, have the third largest number of jobs. This is followed by transportation and material moving equipment operators, i.e., bus and truck drivers, operating engineers, and gasoline service station attendants, with 5,050 jobs or 12.2 percent.

Precision production workers account for another 11.6 percent of employment. Machinists have the bulk of the precision production jobs. The remaining employment consists of assemblers with 10.1 percent of the jobs, supervisors and inspectors with 9.2 percent, and construction trades workers with 8.3 percent.

### Population

In 1988, Southern Essex's population totaled 375,180, up from 372,795 in 1980, but down from 389,996 in 1970. Increases and decreases in population mirror the changes in local employment opportunities. During the 1970s when cutbacks in defense spending hurt the economy, Southern Essex's population declined as more people moved out of the area than into it. During the 1980s, the economy improved and population growth resumed. Most of the population growth in



Southern Essex during the eighties, however, stemmed from an increase in births over deaths. From 1980 to 1988 Southern Essex had an 11,202 increase in births over deaths. This gain was offset by a net loss of 8,800 residents who moved out of the SDA.

### **Labor Force/Unemployment**

Despite negligible population growth, Southern Essex's labor force increased 18.3 percent between 1980 and 1990. Fueled by dramatic increases in the percentages of women looking for work and the aging of the baby boom generation, the local labor force swelled from 186,310 to 220,380.

Much of the growth in the labor force is also attributable to a significant change in Southern Essex's unemployment situation. Strong economies and low levels of unemployment encourage new entrants and re-entrants into the labor force. During the eighties economic boom, Southern Essex's jobless rate fell from a high of 10.5 percent in 1975 to a low of 3.1 percent in 1987.

Calendar year 1987 marked the end of declining unemployment. Both the number of unemployed workers and the jobless rate increased in 1988 and 1989. In 1990 unemployment rose sharply and the jobless rate shot up to 5.5 percent. Unemployment is expected to rise much higher in 1991.

### **Income and Wages**

The expansion or closing of one or several plants within an area can often have an impact on resident's standard

of living. The most recent wage data compiled for the Southern Essex SDA indicate a gradual slippage in wages compared to changes in the state.

In 1984 the average annual wage for all workers covered by unemployment insurance in Southern Essex was \$17,137 or 93 percent of the statewide average (\$18,418). In 1989 Southern Essex's wages were \$22,964 or 91 percent of the state's wages. Job losses in manufacturing help account for this difference.

During the eighties, wages lost from manufacturing job losses could not be offset by the typical new job being created in retail trade and services, sectors that traditionally have lower pay and more part-time hours. In 1989 for example, the average job in manufacturing paid \$33,533 compared to \$19,862 in services and \$12,916 in retail trade.

Despite the current slip in Southern Essex's wages, Essex County, which includes the Southern Essex SDA, maintained the fifth highest per capita personal income in the state between 1978 and 1988. How did Essex County maintain this rank when wages, the largest component of per capita personal income, have been falling as a percentage of the state's?

Essex County residents earn a larger portion of their income from interest, rents and dividends (17.1%) than is typical for the state as a whole (16.3%). From 1978 to 1988 earnings from interest, rents and dividends grew faster

in Essex County than in the state. This faster than average growth bolstered Essex County's per capita income level and compensated for the slower than average growth in wages.

Wage and income statistics provide two different types of information about the economic well being of an area. Wage statistics identify the types of jobs that exist in local economies and how well workers are paid. Per capita personal income, the income received from wages and salaries, self employment, interest, rents, dividends, social security, pensions, alimony, and other transfer payments divided by the population, identifies how well off the area's residents are as opposed to its workers, because not all workers in a local economy live in the area.

In 1988, the latest year for which data are available, Essex County had a per capita personal income of \$21,385, 103 percent of the state average (\$20,836). Wages are 69 percent of Essex County residents' personal income. Over the years, if Essex County continues to have difficulty in generating good paying jobs, wages will fall as a percentage of the state's wages. This could have an impact the area's per capita income if earnings from interest, rents and dividends grow more slowly.

**Table A:  
Southern Essex  
Employment  
by Occupation**

|  |   | Employment | Percent<br>Distribution |
|--|---|------------|-------------------------|
| Managerial<br>Occupations                | Total Occupational Employment                                   | 155285     | 100.00                  |
|  | Managerial And Administrative Occupations                       | 13290      | 8.56                    |
|  | Staff And Administrative Specialty Managerial Occupations       | 4355       | 2.80                    |
|  | Financial Managers  | 1555       | 1.00                    |
|  | Personnel, Training And Labor Relation Managers                 | 260        | 0.17                    |
|  | Purchasing Managers   | 420        | 0.27                    |
|  | Marketing, Advertising And Related Managers                     | 735        | 0.47                    |
|  | Administrative Service Managers                                 | 800        | 0.51                    |
|  | Engineering, Mathematical And Natural Science Managers          | 585        | 0.38                    |
|  | Line And Middle Management Industry Specific Occupations        | 2320       | 1.50                    |
|  | Education Administrators  | 475        | 0.31                    |
|  | Medical And Health Service Managers                             | 320        | 0.21                    |
|  | Property And Real Estate Managers And Administrators            | 120        | 0.08                    |
|  | Industrial Production Managers                                  | 520        | 0.33                    |
|  | Construction Managers   | 270        | 0.17                    |
|  | Communications, Transportation, Utilities Operations Managers   | 140        | 0.09                    |
|  | Food Service And Lodging Managers                               | 475        | 0.31                    |
|  | Other Managerial And Administrative Occupations                 | 6615       | 4.26                    |
|  | Pub Admin Chief Executives, Legislators, General Administrators | 225        | 0.14                    |
|  | General Managers And Top Executives                             | 5525       | 3.56                    |
|  | All Other Managers And Administrators                           | 865        | 0.56                    |
| Professional &<br>Technical Occupations  | Professional, Paraprofessional And Technical Occupations        | 25710      | 16.57                   |
| (Management Support<br>Occupations)      | Accountants, Auditors And Other Financial Specialists           | 1410       | 0.91                    |
|  | Underwriters  | 120        | 0.08                    |
|  | Loan Officers And Counselors                                    | 180        | 0.12                    |
|  | Accountants And Auditors  | 905        | 0.58                    |
|  | All Other Financial Specialists                                 | 205        | 0.13                    |
|  | Purchasing Agents And Buyers                                    | 460        | 0.30                    |
|  | Wholesale And Retail Buyers, Except Farm Products               | 200        | 0.13                    |
|  | Purchasing Agents - Exc Wholesale, Retail & Farm Products       | 260        | 0.17                    |
|  | Personnel, Training, Labor Relations Specialists And Related    | 280        | 0.18                    |
|  | Personnel, Training And Labor Relations Specialists             | 280        | 0.18                    |
|  | Other Management Support Workers                                | 1085       | 0.70                    |
|  | Cost Estimators   | 205        | 0.13                    |
|  | Construction And Building Inspectors                            | 110        | 0.07                    |
|  | Compliance Officers, Enforcement Inspectors, Exc Construction   | 75         | 0.05                    |
|  | Assessors   | 200        | 0.13                    |
|  | Claims Examiners, Property And Casualty Insurance               | 55         | 0.04                    |
|  | All Other Management Support Workers                            | 440        | 0.28                    |
|  | Engineers   | 1850       | 1.19                    |
|  | Chemical Engineers  | 65         | 0.04                    |
|  | Civil Engineers, Including Traffic Engineers                    | 120        | 0.08                    |
|  | Electrical And Electronic Engineers                             | 715        | 0.46                    |
| (Engineers & Engineering<br>Technicians) | Industrial And Safety Engineers                                 | 180        | 0.12                    |
|  | Mechanical Engineers  | 545        | 0.35                    |
|  | All Other Engineers   | 225        | 0.14                    |

**Table A:  
Southern Essex  
Employment  
by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| Architects And Surveying And Mapping Scientists               | 80         | 0.05                    |
| Architects, Except Landscape And Marine                       | 80         | 0.05                    |
| Engineering And Related Technicians And Technologists         | 1530       | 0.99                    |
| Electrical, Electronic Engineerng Technicians, Technologists  | 585        | 0.38                    |
| Mechanical Engineering Technicians And Technologists          | 220        | 0.14                    |
| Drafters  | 355        | 0.23                    |
| All Other Engineering Technicians And Technologists           | 370        | 0.24                    |
| Physical Scientists   | 225        | 0.15                    |
| Chemists, Except Biochemists                                  | 105        | 0.07                    |
| All Other Physical Scientists                                 | 120        | 0.08                    |
| Life Scientists   | 55         | 0.04                    |
| All Other Life Scientists                                     | 55         | 0.04                    |
| Physical And Life Science Technicians And Technologists       | 95         | 0.06                    |
| Chemical Technicians, Technologists, Exc Health, Engineering  | 95         | 0.06                    |
| (Computer & Math<br>Scientists)                               |            |                         |
| Computer Scientists And Related Workers                       | 990        | 0.63                    |
| Systems Analysts, Electronic Data Processing                  | 315        | 0.20                    |
| Computer Programmers  | 580        | 0.37                    |
| Programmers - Numerical, Tool And Process Control             | 95         | 0.06                    |
| Mathematical Scientists And Related Workers                   | 55         | 0.04                    |
| All Other Mathematical Scientists                             | 55         | 0.04                    |
| Social Scientists, Including Urban And Regional Planners      | 140        | 0.09                    |
| Psychologists   | 140        | 0.09                    |
| Other Selected Social Science Related Workers                 | 1155       | 0.74                    |
| Social Workers, Medical And Non-medical                       | 620        | 0.40                    |
| Social Service Technicians                                    | 170        | 0.11                    |
| Recreation Workers  | 365        | 0.23                    |
| (Lawyers, Paralegals &<br>Related)                            |            |                         |
| Lawyers And Related Workers                                   | 290        | 0.19                    |
| Lawyers   | 290        | 0.19                    |
| Legal Assistants And Technicians, Except Clerical             | 130        | 0.08                    |
| Paralegal Personnel   | 130        | 0.08                    |
| (Teachers Educa-<br>tors, Librarians &<br>Related)            |            |                         |
| College And University Faculty                                | 930        | 0.60                    |
| Other Teachers And Instructors                                | 4750       | 3.05                    |
| Teachers, Preschool And Kindergarten                          | 350        | 0.22                    |
| Teachers, Elementary  | 1130       | 0.73                    |
| Teachers, Secondary School                                    | 1685       | 1.08                    |
| Teachers, Special Education                                   | 700        | 0.45                    |
| Teachers And Instructors, Vocational Education                | 165        | 0.11                    |
| Instructors, Nonvocational Education                          | 160        | 0.10                    |
| Instructors And Coaches, Sports                               | 225        | 0.14                    |
| All Other Teachers And Related Workers                        | 335        | 0.22                    |
| Librarians, Archivists, Curators, Other Slected Ed Rel Workrs | 1260       | 0.81                    |
| Librarians, Professional                                      | 280        | 0.18                    |
| Technical Assistants, Library                                 | 180        | 0.12                    |
| Vocational And Educational Counselors                         | 240        | 0.15                    |
| Teacher Aides, Paraprofessional                               | 560        | 0.36                    |



**Table A:**  
**Southern Essex**  
**Employment**  
**by Occupation**

|   |   | Employment | Percent<br>Distribution |
|---|---|------------|-------------------------|
| (Health Practitioners,<br>Technicians &<br>Technologists) | Health Diagnosing And Treating Practitioners                  | 480        | 0.30                    |
|   | Physicians And Surgeons                                       | 210        | 0.13                    |
|   | Dentists  | 270        | 0.17                    |
|   | Therapists  | 380        | 0.25                    |
|   | Respiratory Therapists  | 105        | 0.07                    |
|   | Physical Therapists   | 65         | 0.04                    |
|   | Speech Pathologists And Audiologists                          | 60         | 0.04                    |
|   | Recreational Therapists                                       | 60         | 0.04                    |
|   | All Other Therapists  | 90         | 0.06                    |
|   | Selected Health Care Maintenance And Treating Workers         | 4045       | 2.61                    |
|   | Registered Nurses   | 2545       | 1.64                    |
|   | Licensed Practical Nurses                                     | 880        | 0.57                    |
|   | Emergency Medical Technicians                                 | 200        | 0.13                    |
|   | Opticians, Dispensing And Measuring                           | 55         | 0.04                    |
|   | Pharmacists   | 270        | 0.17                    |
|   | Dieticians And Nutritionists                                  | 95         | 0.06                    |
|   | Other Health Professionals, Paraprofessionals And Technicians | 2390       | 1.55                    |
|   | Medical And Clinical Laboratory Technologists And Technicians | 340        | 0.22                    |
|   | Dental Hygienists   | 180        | 0.12                    |
|   | Medical Records Technicians                                   | 55         | 0.04                    |
|   | Radiologic Technicians  | 1305       | 0.84                    |
|   | All Other Health Professionals And Others                     | 510        | 0.33                    |
|   | Selected Writers, Artists, Entertainers, Athletes And Related | 975        | 0.63                    |
|   | Writers And Editors, Including Technical Writers              | 135        | 0.09                    |
|   | Public Relations Specialists And Publicity Writers            | 90         | 0.06                    |
|   | Reporters And Correspondents                                  | 150        | 0.10                    |
|   | Artists And Related Workers                                   | 105        | 0.07                    |
|   | Interior Designers  | 365        | 0.23                    |
|   | Athletes, Coaches, Umpires And Related                        | 130        | 0.08                    |
| Marketing & Sales<br>Occupations                          | Other Professional, Paraprofessional, Technical Occupations   | 670        | 0.43                    |
|   | All Other Professional, Paraprofessional And Technicians      | 670        | 0.43                    |
|   | Sales And Related Occupations                                 | 21725      | 13.99                   |
|   | First Line Supervisors And Manager/supervisors                | 1380       | 0.89                    |
|   | Sales Occupations, Services                                   | 930        | 0.58                    |
|   | Sales Agents And Placers, Insurance                           | 210        | 0.13                    |
|   | Brokers And Sales Agents, Real Estate                         | 100        | 0.06                    |
|   | Travel Agents   | 220        | 0.14                    |
|   | Sales Agents, Advertising                                     | 145        | 0.09                    |
|   | All Other Sales Representatives, Service                      | 255        | 0.16                    |
|   | Merchandise, Products, Other Sales, Sales-related Occupations | 19415      | 12.52                   |
|   | Sales Engineers   | 125        | 0.08                    |
|   | Sales Reps, Scientific And Related Products And Services      | 630        | 0.41                    |
|   | Sales Reps, Exc Scientific And Related Products Or Services   | 1130       | 0.73                    |
|   | Salespersons, Retail Trade                                    | 8000       | 5.15                    |
|   | Salespersons, Parts   | 385        | 0.25                    |
|   | Counter And Rental Clerks                                     | 445        | 0.29                    |
|   | Stock Clerks, Sales Floor                                     | 2665       | 1.72                    |
|   | Cashiers  | 5335       | 3.44                    |
|   | All Other Sales And Related Workers                           | 700        | 0.45                    |

**Table A:  
Southern Essex  
Employment  
by Occupation**

**Clerical Occupations**

|  | Employment | Percent<br>Distribution |
|--|------------|-------------------------|
| Clerical And Administrative Support Occupations              | 25825      | 16.62                   |
| First Line Supervisors And Manager/supervisor                | 1900       | 1.22                    |
| First Line Supervisors - Clerical And Administrative Clerks  | 1900       | 1.22                    |
| Banking, Security, Finance And Credit Workers                | 2145       | 1.38                    |
| Tellers  | 1220       | 0.79                    |
| New Accounts Clerks  | 230        | 0.15                    |
| Credit Authorizers   | 90         | 0.06                    |
| Loan And Credit Clerks                                       | 210        | 0.13                    |
| Adjustment Clerks  | 395        | 0.25                    |
| Selected Insurance Workers                                   | 410        | 0.27                    |
| Adjusters, Examiners, Investigators                          | 85         | 0.06                    |
| Insurance Claims Clerks                                      | 145        | 0.09                    |
| Insurance Policy Processing Clerks                           | 180        | 0.12                    |
| Investigative And Related Workers, Except Insurance          | 340        | 0.22                    |
| Bill And Account Collectors                                  | 340        | 0.22                    |
| Municipal And Related Workers                                | 75         | 0.05                    |
| Municipal Clerks   | 75         | 0.05                    |
| Selected Lodging And Travel Workers                          | 210        | 0.13                    |
| Hotel Desk Clerks  | 210        | 0.13                    |
| Other Selected Industry Specific Workers                     | 480        | 0.31                    |
| Library Assistants And Bookmobile Drivers                    | 180        | 0.12                    |
| Teacher Aides And Education Assistants                       | 250        | 0.16                    |
| Advertising Clerks   | 50         | 0.03                    |
| Secretaries Stenographers And Typists                        | 4200       | 2.70                    |
| Legal Secretaries  | 295        | 0.19                    |
| Medical Secretaries  | 440        | 0.28                    |
| Secretaries  | 3465       | 2.23                    |
| Other Secretarial Related And General Office Workers         | 10015      | 6.45                    |
| Stenographers  | 70         | 0.05                    |
| Receptionists And Information Clerks                         | 870        | 0.56                    |
| Typists And Word Processors                                  | 755        | 0.49                    |
| Personnel Clerks, Except Payroll And Timekeeping             | 115        | 0.07                    |
| File Clerks  | 190        | 0.12                    |
| Order Clerks - Materials, Merchandise And Service            | 475        | 0.31                    |
| Procurement Clerks   | 60         | 0.04                    |
| Statistical Clerks   | 65         | 0.04                    |
| Interview Clerks, Except Personnel And Welfare               | 190        | 0.12                    |
| Customer Service Representative, Utilities                   | 100        | 0.06                    |
| Bookkeeping, Accounting, Auditing Clerks                     | 3180       | 2.05                    |
| Payroll And Timekeeping Clerks                               | 225        | 0.14                    |
| Billing, Cost And Rate Clerks                                | 540        | 0.35                    |
| General Office Clerk   | 3180       | 2.05                    |
| Electronic Data Processing, Other Office Machine Occupations | 1340       | 0.86                    |
| Billing, Posting And Calculating Machine Operators           | 75         | 0.05                    |
| Mail Machine Operators, Preparing And Handling               | 60         | 0.04                    |
| Computer Operators, Except Peripheral Equipment              | 430        | 0.28                    |
| Peripheral Edp Equipment Operators                           | 95         | 0.06                    |
| Data Entry Keyers, Except Composing                          | 565        | 0.36                    |
| All Other Office Machine Operators                           | 115        | 0.07                    |

**Table A:  
Southern Essex  
Employment  
by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| Communications Equipment Operators                            | 450        | 0.29                    |
| Switchboard Operator  | 385        | 0.25                    |
| Central Office Operators                                      | 65         | 0.04                    |
| Mail And Message Distribution Workers                         | 150        | 0.10                    |
| Mail Clerks, Except Machine Operators And Post Office         | 85         | 0.06                    |
| Messengers  | 65         | 0.04                    |
| Material Recording, Scheduling, Dispatching, Distributing     | 3315       | 2.13                    |
| Dispatchers - Police, Fire, Ambulance                         | 75         | 0.05                    |
| Dispatchers - Except Police, Fire And Ambulance               | 110        | 0.07                    |
| Production, Planning, Expediting Clerks                       | 490        | 0.32                    |
| Stock Clerks - Stockroom, Warehouse And Storage Yard          | 1265       | 0.81                    |
| Order Fillers, Wholesale And Retail Sales                     | 140        | 0.09                    |
| Traffic, Shipping And Receiving Clerks                        | 965        | 0.62                    |
| All Other Material Recording And Related Workers              | 270        | 0.17                    |
| All Other Clerical And Administrative Support Occupations     | 795        | 0.51                    |
| All Other Clerical And Administrative Support Workers         | 795        | 0.51                    |
| Service Occupations   |            |                         |
| Service Occupations   | 27140      | 17.50                   |
| First Line Supervisors - Service                              | 705        | 0.46                    |
| Fire Fighting And Prevention Supervisors                      | 85         | 0.06                    |
| All Other Service Supervisors                                 | 620        | 0.40                    |
| Protective Service Occupations                                | 2260       | 1.46                    |
| Fire Fighters   | 430        | 0.28                    |
| Police Detectives And Investigators                           | 385        | 0.25                    |
| Crossing Guards   | 80         | 0.05                    |
| Guards And Watch Guards                                       | 1150       | 0.74                    |
| All Other Protective Services                                 | 215        | 0.14                    |
| Food And Beverage Preparation And Service Workers             | 14415      | 9.29                    |
| Hosts And Hostesses   | 475        | 0.31                    |
| Bartenders  | 1040       | 0.67                    |
| Waiters And Waitresses  | 4745       | 3.06                    |
| Dining Room, Counter And Cafe Attendants                      | 995        | 0.64                    |
| Bakers, Bread And Pastry                                      | 205        | 0.13                    |
| Butchers And Meat Cutters                                     | 255        | 0.16                    |
| Cooks, Restaurant   | 1115       | 0.72                    |
| Cooks, Institution Or Cafe                                    | 435        | 0.28                    |
| Cooks, Speciality Fast Food And Fast Food                     | 950        | 0.61                    |
| Food Preparation Workers                                      | 1970       | 1.27                    |
| All Other Food Service Workers                                | 2230       | 1.44                    |
| Health Service And Related Occupations                        | 3535       | 2.29                    |
| Dental Assistants   | 335        | 0.22                    |
| Medical Assistants  | 70         | 0.05                    |
| Nurse Aides, Orderlies And Attendants                         | 2105       | 1.36                    |
| Home Health Aides   | 455        | 0.29                    |
| Psychiatric Aides   | 245        | 0.16                    |
| Pharmacy Assistants   | 90         | 0.06                    |
| All Other Health Servicers                                    | 235        | 0.15                    |
| Cleaning, Building Service Occupations, Exc Private Househlds | 4050       | 2.61                    |
| Janitors And Cleaners, Including Housekeepers And Maids       | 1240       | 0.80                    |
| Janitors And Cleaners   | 2350       | 1.51                    |
| All Other Cleaning And Building Service Workers               | 460        | 0.30                    |

**Table A:  
Southern Essex  
Employment  
by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| Personal Service Occupations                                  | 1180       | 0.76                    |
| Cosmetologists And Related                                    | 565        | 0.36                    |
| Guides  | 125        | 0.08                    |
| Social Welfare Service Aides                                  | 290        | 0.19                    |
| Child Care Workers  | 200        | 0.13                    |
| All Other Service Occupations                                 | 540        | 0.35                    |
| All Other Service Workers                                     | 540        | 0.35                    |
| Agricultural, Forestry, Fishing And Related Occupations       | 455        | 0.29                    |
| Gardeners And Groundskeepers, Except Farm                     | 325        | 0.21                    |
| All Other Agricultural, Forestry And Related Workers          | 130        | 0.08                    |
| Production, Construction & Maintenance Occupations            |            |                         |
| Production, Construction And Maintenance Occupations          | 41595      | 26.75                   |
| First Line Supervisors, Manager/supers - Prod, Constr, Maint  | 2475       | 1.59                    |
| First Line Supervisors - Mechanics And Repairers              | 555        | 0.36                    |
| First Line Supervisors - Construction And Related             | 370        | 0.24                    |
| First Line Supervisors - Production And Related               | 1230       | 0.79                    |
| First Line Supervisors - Transportation And Related           | 110        | 0.07                    |
| First Line Supervisors - Helpers And Others                   | 100        | 0.06                    |
| Blue Collar Worker Supervisors                                | 110        | 0.07                    |
| Inspectors And Related Occupations                            | 1370       | 0.88                    |
| Precision And Production Inspectors                           | 1320       | 0.85                    |
| All Other Inspectors, Testers                                 | 50         | 0.03                    |
| (Mechanics, Installers & Repairers)                           |            |                         |
| Machinery And Related Mechanics, Installers And Repairers     | 2340       | 1.51                    |
| Machinery Maintenance Mechanics                               | 220        | 0.14                    |
| Mach Maintenance Mechanics, Water Or Power Generation Plant   | 185        | 0.12                    |
| Maintenance Repairers, General Utility                        | 1935       | 1.25                    |
| Mobile Equipment Mechanics, Installers And Repairers          | 1540       | 0.98                    |
| Automotive Mechanics  | 860        | 0.55                    |
| Automotive Body And Related Repairers                         | 470        | 0.30                    |
| Bus And Truck Mechanics And Diesel Mechanics                  | 210        | 0.13                    |
| Communications Equipment Mechanics, Installers And Repairers  | 90         | 0.06                    |
| Central Office And Pbx Installers And Repairers               | 90         | 0.06                    |
| Other Electrical, Electronic Equip Mechs, Installers, Repairs | 680        | 0.43                    |
| Telephone And Cable Tv Line Installers And Repairers          | 60         | 0.04                    |
| Data Processing Equipment Repairers                           | 65         | 0.04                    |
| Electronic Home Entertainment Equipment Repairers             | 50         | 0.03                    |
| Electric Home Appliance And Power Tool Repairers              | 225        | 0.14                    |
| Electronics Repairers, Industrial Equipment                   | 50         | 0.03                    |
| Electric Powerline Installers And Repairers                   | 50         | 0.03                    |
| Station Installers And Repairers, Telephone                   | 125        | 0.08                    |
| All Other Electric, Electronic Equip Mechs, Reprers, Instllrs | 55         | 0.04                    |
| Other Mechanics, Installers And Repairers                     | 1005       | 0.64                    |
| Heating, Air Conditioning, Refrigeration Mechs, Installers    | 315        | 0.20                    |
| Precision Instrument Repairers                                | 60         | 0.04                    |
| Gas Appliance Repairers                                       | 60         | 0.04                    |
| Coin And Vending Machine Servicers                            | 65         | 0.04                    |
| All Other Mechanics, Installers And Repairers                 | 505        | 0.32                    |



**Table A:  
Southern Essex  
Employment  
by Occupation**

|  |   | Employment | Percent<br>Distribution |
|--|---|------------|-------------------------|
| (Construction Trades<br>Occupations)                               | Selected Carpentry And Related Workers                        | 815        | 0.53                    |
|  | Carpenters  | 680        | 0.44                    |
|  | Drywall Installers And Tapers                                 | 135        | 0.09                    |
|  | Selected Electrical And Related Workers                       | 445        | 0.29                    |
|  | Electricians  | 445        | 0.29                    |
|  | Selected Masonry And Related Workers                          | 260        | 0.17                    |
|  | Brick Masons And Stone Masons                                 | 200        | 0.13                    |
|  | Reinforcing Metal Workers                                     | 60         | 0.04                    |
|  | Selected Painting And Related Workers                         | 410        | 0.26                    |
|  | Painters, Paperhangers, Construction And Maintenance          | 410        | 0.26                    |
|  | Selected Plumbing And Related Workers                         | 475        | 0.31                    |
|  | Plumbers, Pipefitters And Steamfitters                        | 475        | 0.31                    |
|  | Selected Floor Related Workers, Except Carpenters             | 65         | 0.04                    |
|  | Carpet Installers   | 65         | 0.04                    |
|  | Selected Road, Rail, Related Constr & Maint Wrkrs, Exc Masons | 235        | 0.15                    |
|  | Highway Maintenance Workers                                   | 235        | 0.15                    |
|  | All Other Construction Trades Workers                         | 345        | 0.22                    |
|  | Roofers   | 95         | 0.06                    |
|  | Glaziers  | 250        | 0.16                    |
|  | Extractive And Related, Including Blasters                    | 410        | 0.26                    |
|  | All Other Construction And Extractive Occupations             | 410        | 0.26                    |
| (Precision Production<br>Occupations)                              | Precision Metal Workers                                       | 3900       | 2.50                    |
|  | Tool And Die Makers   | 210        | 0.13                    |
|  | Machinists  | 2570       | 1.65                    |
|  | Precision Tool Grinders, Filers, Sharpeners                   | 570        | 0.37                    |
|  | Precision Layout Workers, Metal                               | 50         | 0.03                    |
|  | Sheet Metal Workers   | 380        | 0.24                    |
|  | All Other Precision Metal Workers                             | 120        | 0.08                    |
|  | Precision Woodworkers   | 150        | 0.10                    |
|  | Cabinetmakers And Bench Carpenters                            | 60         | 0.04                    |
|  | All Other Precision Woodworkers                               | 90         | 0.06                    |
|  | Precision Textile, Apparel And Furnishings Workers            | 420        | 0.27                    |
|  | Custom Tailors And Sewers                                     | 110        | 0.07                    |
|  | Shoe And Leather Workers And Repairers - Precision            | 180        | 0.12                    |
|  | All Other Precision Textile And Related Workers               | 130        | 0.08                    |
|  | Precision Printing Workers                                    | 95         | 0.06                    |
|  | All Other Precision Printing Workers                          | 95         | 0.06                    |
|  | Precision Food Workers  | 75         | 0.05                    |
|  | All Other Precision Food And Tobacco Workers                  | 75         | 0.05                    |
|  | Other Precision Workers                                       | 195        | 0.13                    |
|  | All Other Precision Workers                                   | 195        | 0.13                    |
| (Machine Setters,<br>Set-up Operators,<br>Operators, &<br>Tenders) | Machine Tool Cutting Setters, Ops And Related - Metal, Plas   | 2870       | 1.84                    |
|  | Sawing Machine Tool Setters, Set-up Operators, Metal, Plastic | 50         | 0.03                    |
|  | Lathe, Turning Mach Tool Setters, Set-up Operators, Metal, Pl | 1255       | 0.81                    |



**Table A:**  
**Southern Essex**  
**Employment**  
**by Occupation**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| Drilling, Boring Mach Tool Setters, Set-up Ops, Metal, Pl     | 140        | 0.09                 |
| Milling, Planing Machine Setters, Set-up Ops, Metal, Plastic  | 670        | 0.43                 |
| Grinding, Lapping, Buffing Machine Tool Setters, Set-up Ops   | 110        | 0.07                 |
| Machine Tool Cutting Operators                                | 645        | 0.41                 |
| Machine Forming Setters, Operators And Related Workers        | 505        | 0.32                 |
| Punching Machine Setters And Set-up Operators, Metal, Plastic | 115        | 0.07                 |
| Press, Press Brake Machine Setters, Set-up Ops, Metal, Plas   | 90         | 0.06                 |
| Sheetmetal Machine Operator                                   | 300        | 0.19                 |
| Numerical And Combination Tool Setters, Operators And Related | 385        | 0.24                 |
| Numerical Control Machine Tool Operators, Tenders, Met, Plas  | 300        | 0.19                 |
| Combination Machine Tool Operators, Metal And Plastics        | 85         | 0.05                 |
| Metal Fabricating, Related Machine Setters, Operators         | 215        | 0.15                 |
| Welding Machine Setters And Set-up Operators                  | 70         | 0.05                 |
| Welding Machine Operators And Tenders                         | 75         | 0.05                 |
| Metal Fabricators, Structural Metal Products                  | 70         | 0.05                 |
| Metal, Plastic Processing Machine Setters, Operators, Related | 395        | 0.25                 |
| Plastic Molding, Casting Machine Operators And Tenders        | 255        | 0.16                 |
| Electrolytic Plating And Coating Machine Operators, Tenders   | 140        | 0.09                 |
| All Other Metal, Plastic Machine Setters, Operators, Related  | 400        | 0.26                 |
| All Other Metal, Plastic Machine Setters, Set-up Operators    | 205        | 0.13                 |
| All Other Metal And Plastic Machine Operators And Tenders     | 195        | 0.13                 |
| Printing, Binding And Related Workers                         | 335        | 0.21                 |
| Offset Lithographic Press Setters                             | 65         | 0.04                 |
| Typesetting And Composing Machine Operators And Tenders       | 100        | 0.06                 |
| Printing Press Machine Operators                              | 105        | 0.07                 |
| All Other Printing, Binding, Related Machine Ops And Tenders  | 65         | 0.04                 |
| Textile, Related Setters, Operators And Other Related Workers | 735        | 0.47                 |
| Sewing Machine Operators, Garment                             | 145        | 0.09                 |
| Sewing Machine Operators, Non-garment                         | 125        | 0.08                 |
| Laundry And Drycleaning Machine Operators                     | 375        | 0.24                 |
| Pressing Machine Operators, Textile                           | 90         | 0.06                 |
| Other Machine Setters, Set-up Operators, Operators, Tenders   | 2695       | 1.74                 |
| Paper Goods Machine Setters And Set-up Operators              | 90         | 0.06                 |
| Chemical Equipment Controllers And Operators                  | 50         | 0.03                 |
| Chemical Equipment Tenders                                    | 55         | 0.04                 |
| Cutting And Slicing Machine Operators                         | 65         | 0.04                 |
| Coating, Painting And Spraying Machine Operators And Tenders  | 85         | 0.06                 |
| Cleaning, Washing And Pickling Equipment Operators, Tenders   | 55         | 0.04                 |
| Separatng, Filterng, Clarifyng, Precipitatng, Still Mach Ops  | 50         | 0.03                 |
| Crushing, Grinding, Mixing, Blending Machine Ops And Tenders  | 210        | 0.13                 |
| Packaging And Filling Machine Operators                       | 475        | 0.31                 |
| All Other Machine Operators                                   | 1560       | 1.00                 |
| (Assemblers & other Hand Workers)                             |            |                      |
| Precision Assemblers  | 1135       | 0.72                 |
| Machine Builders And Other Precision Machine                  | 300        | 0.19                 |
| Electromechanical Equipment Assemblers - Prec                 | 410        | 0.26                 |
| Electrical And Electronic Equipment Assembler                 | 350        | 0.22                 |
| All Other Precision Metal Assemblers                          | 75         | 0.05                 |
| Other Hand Workers, Including Assemblers And Fabricators      | 3080       | 1.99                 |
| Machine Assemblers  | 110        | 0.07                 |
| Electrical And Electronic Assemblers                          | 665        | 0.43                 |
| Welders And Cutters   | 325        | 0.21                 |

**Table A:  
Southern Essex  
Employment  
by Occupation**

| by Occupation  | Employment  | Percent<br>Distribution |
|--|---|-------------------------|
|  | Cutters And Trimmers, Hand                                    | 1500.10                 |
|  | Meat, Poultry And Fish Cutters And Trimmers - Hand            | 750.05                  |
|  | Grinding And Polishing Workers, Hand                          | 2650.17                 |
|  | Assemblers, Fabricators - Exc Mach, Electrccl, Electrmc, Prec | 10250.66                |
|  | All Other Hand Workers  | 4650.30                 |
|  | Plant And Systems Occupations                                 | 4400.28                 |
|  | Water And Liquid Waste Treatment Plant And System Operators   | 1100.07                 |
|  | All Power Operators   | 1300.08                 |
|  | Stationary Engineers  | 700.05                  |
|  | All Other Plant And System Operators                          | 1300.08                 |
| (Transportation & Material<br>Moving Machine &<br>Vehicle Operators) | Motor Vehicle Operators                                       | 34702.25                |
|  | Truck Drivers, Heavy  | 9750.63                 |
|  | Truck Drivers, Light - Including Delivery And Route Drivers   | 12200.79                |
|  | Bus Drivers   | 950.06                  |
|  | Bus Drivers, School   | 4750.31                 |
|  | Taxi Drivers And Chauffeurs                                   | 900.06                  |
|  | Driver/sales Workers  | 6150.40                 |
|  | All Other Transportation And Related Workers                  | 8250.53                 |
|  | Service Station Attendants                                    | 5600.36                 |
|  | All Other Transportation Workers                              | 2650.17                 |
|  | Material Moving Equipment Operators                           | 7500.49                 |
|  | Grading, Dozing And Scraper Operators                         | 700.05                  |
|  | Industrial Truck And Tractor Operators                        | 2300.15                 |
|  | Operating Engineers   | 2300.15                 |
|  | All Other Material Moving Equipment Operators                 | 2200.14                 |
| (Helpers, Laborers &<br>Material Movers-<br>Hand)                    | Constructive Trades, Extractive Worker Helpers                | 8450.54                 |
|  | Helpers, All Other Construction Trades                        | 8450.54                 |
|  | Machine Feeders And Offbearers                                | 3900.25                 |
|  | Machine Feeders And Offbearers                                | 3900.25                 |
|  | Freight, Stock And Material Handlers, Hand                    | 2800.18                 |
|  | Stevedores, Except Equipment Operators                        | 550.04                  |
|  | Refuse Collectors   | 2250.14                 |
|  | All Other Helpers, Laborers, Material Movers - Hand           | 40502.61                |
|  | Hand Packers And Packagers                                    | 8800.57                 |
|  | Vehicle Washers And Equipment Cleaners                        | 1800.12                 |
|  | All Other Helpers, Laborers, Movers - Hand                    | 29901.92                |

**Table B:  
Southern Essex  
Employment in  
Selected Occupations  
by Industry**

|                                       |  | Employment | Percent<br>Distribution |
|---------------------------------------|--|------------|-------------------------|
| Managerial &<br>Executive Occupations | o Financial Managers   | 1555       | 100.00                  |
|                                       | All Other Service  | 295        | 18.97                   |
|                                       | All Other Durable Goods Manufacturing                        | 200        | 12.86                   |
|                                       | All Other Health Services                                    | 140        | 9.00                    |
|                                       | Commercial And Stock Savings Banks                           | 125        | 8.04                    |
|                                       | All Other Finance, Insurance And Real Estate                 | 125        | 8.04                    |
|                                       | Local Government, Except Education And Hospitals             | 120        | 7.72                    |
|                                       | Construction   | 95         | 6.11                    |
|                                       | All Other Machinery, Except Electrical                       | 95         | 6.11                    |
|                                       | Wholesale And Retail Trade                                   | 80         | 5.15                    |
|                                       | Mutual Savings Banks   | 75         | 4.82                    |
|                                       | Nondurable Goods Manufacturing                               | 70         | 4.50                    |
|                                       | Real Estate  | 65         | 4.18                    |
|                                       | Miscellaneous Business Services                              | 55         | 3.54                    |
|                                       | o Purchasing Managers  | 420        | 100.00                  |
|                                       | All Other Wholesale And Retail Trade                         | 205        | 48.81                   |
|                                       | Durable Goods Manufacturing                                  | 85         | 20.24                   |
|                                       | Misc. Retail Stores  | 75         | 17.86                   |
|                                       | o Marketing, Advertising And Related Managers                | 735        | 100.00                  |
|                                       | All Other Service  | 140        | 19.05                   |
|                                       | Nondurable Goods Manufacturing                               | 125        | 17.01                   |
|                                       | All Other Machinery, Except Electrical                       | 100        | 13.61                   |
|                                       | All Other Durable Goods Manufacturing                        | 100        | 13.61                   |
|                                       | All Other Wholesale And Retail Trade                         | 85         | 11.56                   |
|                                       | All Other Business Services                                  | 70         | 9.52                    |
|                                       | Motor Vehicle Dealers (new And Used)                         | 55         | 7.48                    |
|                                       | o Administrative Service Managers                            | 800        | 100.00                  |
|                                       | Local Government, Except Education And Hospitals             | 530        | 66.25                   |
|                                       | Service  | 120        | 15.00                   |
|                                       | Durable Goods Manufacturing                                  | 55         | 6.87                    |
|                                       | Nondurable Goods Manufacturing                               | 55         | 6.87                    |
|                                       | o Engineering, Mathematical And Natural Science Managers     | 585        | 100.00                  |
|                                       | All Other Durable Goods Manufacturing                        | 185        | 31.62                   |
|                                       | All Other Business Services                                  | 105        | 17.95                   |
|                                       | Engines And Turbines   | 75         | 12.82                   |
|                                       | All Other Special Trade Constructors                         | 70         | 11.97                   |
|                                       | All Other Machinery, Except Electrical                       | 65         | 11.11                   |
|                                       | Nondurable Goods Manufacturing                               | 55         | 9.40                    |
|                                       | o Education Administrators                                   | 475        | 100.00                  |
|                                       | Elementary And Secodary Schools                              | 320        | 67.37                   |
|                                       | All Other Service  | 80         | 16.84                   |
|                                       | Colleges, Universities, Professionl Schools, Junior Colleges | 70         | 14.74                   |
|                                       | o Industrial Production Managers                             | 520        | 100.00                  |
|                                       | All Other Durable Goods Manufacturing                        | 290        | 55.77                   |
|                                       | Nondurable Goods Manufacturing                               | 135        | 25.96                   |
|                                       | All Other Machinery, Except Electrical                       | 95         | 18.27                   |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|   |  | Employment | Percent<br>Distribution |
|---|--|------------|-------------------------|
|   | o Food Service And Lodging Managers                            | 475        | 100.00                  |
|   | Eating And Drinking Places                                     | 340        | 71.58                   |
|   | Service  | 110        | 23.16                   |
|   | o General Managers And Top Executives                          | 5525       | 100.00                  |
|   | Eating And Drinking Places                                     | 450        | 8.14                    |
|   | Misc. Retail Stores  | 435        | 7.87                    |
|   | All Other Durable Goods Manufacturing                          | 415        | 7.51                    |
|   | Food Stores  | 205        | 3.71                    |
|   | All Other Finance, Insurance And Real Estate                   | 200        | 3.62                    |
|   | All Other Service  | 190        | 3.44                    |
|   | All Other Wholesale Trade-durable Goods                        | 185        | 3.35                    |
|   | All Other Nondurable Goods Manufacturing                       | 175        | 3.17                    |
|   | All Other Food Stores  | 175        | 3.17                    |
|   | All Other Special Trade Constructors                           | 165        | 2.99                    |
|   | All Other Health Services                                      | 160        | 2.90                    |
|   | Social Services  | 160        | 2.90                    |
|   | Furniture And Home Furnishing Stores                           | 150        | 2.71                    |
|   | All Other Wholesale And Retail Trade                           | 135        | 2.44                    |
|   | All Other Printing And Publishing                              | 120        | 2.17                    |
|   | All Other Apparel And Accessory Stores                         | 120        | 2.17                    |
|   | Miscellaneous Business Services                                | 120        | 2.17                    |
|   | All Other Business Services                                    | 115        | 2.08                    |
|   | All Other Machinery, Except Electrical                         | 105        | 1.90                    |
|   | Building Materials And Garden Supplies                         | 105        | 1.90                    |
|   | Real Estate  | 105        | 1.90                    |
|   | All Other Wholesale Trade-nondurable Goods                     | 100        | 1.81                    |
| Professional & Technical<br>Occupations | o Accountants And Auditors                                     | 905        | 100.00                  |
|   | All Other Service  | 260        | 28.73                   |
|   | All Other Wholesale And Retail Trade                           | 165        | 18.23                   |
|   | Durable Goods Manufacturing                                    | 115        | 12.71                   |
|   | Eating And Drinking Places                                     | 75         | 8.29                    |
|   | Finance, Insurance And Real Estate                             | 75         | 8.29                    |
|   | Nondurable Goods Manufacturing                                 | 65         | 7.18                    |
|   | Local Government, Except Education And Hospitals               | 60         | 6.63                    |
|   | All Other Health Services                                      | 50         | 5.52                    |
|   | o Electrical And Electronic Engineers                          | 715        | 100.00                  |
|   | All Other Business Services                                    | 210        | 29.37                   |
|   | Electronic Components And Accessories                          | 200        | 27.97                   |
|   | All Other Machinery, Except Electrical                         | 125        | 17.48                   |
|   | All Other Durable Goods Manufacturing                          | 110        | 15.39                   |
|   | All Other Special Trade Constructors                           | 55         | 7.69                    |
|   | o Mechanical Engineers   | 545        | 100.00                  |
|   | All Other Durable Goods Manufacturing                          | 240        | 44.04                   |
|   | All Other Machinery, Except Electrical                         | 160        | 29.36                   |
|   | Engines And Turbines   | 70         | 12.84                   |
|   | o Electrical, Electronic Engineerng Technicians, Technologists | 585        | 100.00                  |
|   | Electronic Components And Accessories                          | 205        | 35.04                   |



**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|  | Employment | Percent Distribution |
|--|------------|----------------------|
| Miscellaneous Publishing                         | 140        | 12.39                |
| Machinery, Equipment And Supplies                | 140        | 12.39                |
| All Other Wholesale Trade-nondurable Goods       | 135        | 11.95                |
| All Other Nondurable Goods Manufacturing         | 105        | 9.29                 |
| Personal Services                                | 50         | 4.43                 |
| o Retail Trade Sales Representatives             | 8000       | 100.00               |
| Misc. Retail Stores                              | 1620       | 20.25                |
| Department Stores                                | 1595       | 19.94                |
| Women's Ready-to-wear Stores                     | 735        | 9.19                 |
| Family Clothing Stores                           | 715        | 8.94                 |
| All Other Apparel And Accessory Stores           | 580        | 7.25                 |
| All Other Food Stores                            | 575        | 7.19                 |
| Furniture And Home Furnishing Stores             | 450        | 5.63                 |
| Motor Vehicle Dealers (new And Used)             | 425        | 5.31                 |
| All Other Wholesale And Retail Trade             | 375        | 4.69                 |
| Building Materials And Garden Supplies           | 300        | 3.75                 |
| Food Stores                                      | 300        | 3.75                 |
| All Other Wholesale Trade-nondurable Goods       | 170        | 2.12                 |
| All Other Wholesale Trade-durable Goods          | 120        | 1.50                 |
| o Salespersons, Parts                            | 385        | 100.00               |
| Motor Vehicle Dealers (new And Used)             | 125        | 32.47                |
| All Other Wholesale Trade-durable Goods          | 115        | 29.87                |
| All Other Wholesale And Retail Trade             | 90         | 23.38                |
| Service  | 55         | 14.28                |
| o Counter And Rental Clerks                      | 445        | 100.00               |
| Personal Services                                | 195        | 43.82                |
| Miscellaneous Business Services                  | 110        | 24.72                |
| Food Stores                                      | 75         | 16.86                |
| o Stock Clerks, Sales Floor                      | 2665       | 100.00               |
| Food Stores                                      | 1245       | 46.72                |
| Misc. Retail Stores                              | 420        | 15.76                |
| Department Stores                                | 290        | 10.88                |
| All Other Wholesale And Retail Trade             | 210        | 7.88                 |
| All Other Food Stores                            | 135        | 5.06                 |
| Family Clothing Stores                           | 125        | 4.69                 |
| Building Materials And Garden Supplies           | 105        | 3.94                 |
| Furniture And Home Furnishing Stores             | 70         | 2.63                 |
| Eating And Drinking Places                       | 65         | 2.44                 |
| o Cashiers                                       | 5335       | 100.00               |
| Food Stores                                      | 1640       | 30.74                |
| Eating And Drinking Places                       | 965        | 18.09                |
| Misc. Retail Stores                              | 785        | 14.72                |
| Department Stores                                | 355        | 6.65                 |
| All Other Wholesale And Retail Trade             | 310        | 5.81                 |
| All Other Food Stores                            | 250        | 4.69                 |
| Family Clothing Stores                           | 225        | 4.22                 |
| State Government, Except Education And Hospitals | 170        | 3.19                 |
| Miscellaneous Amusement And Recreation Services  | 145        | 2.72                 |
| All Other Service                                | 125        | 2.34                 |
| Personal Services                                | 105        | 1.97                 |
| Building Materials And Garden Supplies           | 85         | 1.59                 |
| All Other Apparel And Accessory Stores           | 85         | 1.59                 |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|  |   | Employment | Percent<br>Distribution |
|--|---|------------|-------------------------|
| Clerical & Administrative<br>Support Occupations | o First Line Supervisors - Clerical And Administrative Clerks | 1900       | 100.00                  |
|  | Transportation And Public Utilities                           | 250        | 13.16                   |
|  | All Other Service   | 140        | 7.37                    |
|  | All Other Durable Goods Manufacturing                         | 110        | 5.79                    |
|  | All Other Wholesale And Retail Trade                          | 110        | 5.79                    |
|  | All Other Wholesale Trade-durable Goods                       | 95         | 5.00                    |
|  | All Other Finance, Insurance And Real Estate                  | 95         | 5.00                    |
|  | All Other Wholesale Trade-nondurable Goods                    | 90         | 4.74                    |
|  | Eating And Drinking Places                                    | 90         | 4.74                    |
|  | Mutual Savings Banks  | 90         | 4.74                    |
|  | Insurance Carriers  | 85         | 4.47                    |
|  | Miscellaneous Business Services                               | 85         | 4.47                    |
|  | Motor Vehicle Dealers (new And Used)                          | 75         | 3.95                    |
|  | Commercial And Stock Savings Banks                            | 75         | 3.95                    |
|  | All Other Machinery, Except Electrical                        | 70         | 3.68                    |
|  | All Other Printing And Publishing                             | 70         | 3.68                    |
|  | All Other Nondurable Goods Manufacturing                      | 65         | 3.42                    |
|  | Furniture And Home Furnishing Stores                          | 60         | 3.16                    |
|  | All Other Health Services                                     | 60         | 3.16                    |
|  | Hospitals   | 55         | 2.89                    |
|  | Local Government, Except Education And Hospitals              | 55         | 2.89                    |
|  | All Other Business Services                                   | 50         | 2.63                    |
|  | o Tellers   | 1220       | 100.00                  |
|  | Mutual Savings Banks  | 520        | 42.62                   |
|  | Commercial And Stock Savings Banks                            | 510        | 41.80                   |
|  | All Other Finance, Insurance And Real Estate                  | 190        | 15.58                   |
|  | o Adjustment Clerks   | 395        | 100.00                  |
|  | Department Stores   | 170        | 43.04                   |
|  | Durable Goods Manufacturing                                   | 100        | 25.32                   |
|  | Finance, Insurance And Real Estate                            | 50         | 12.66                   |
|  | o Bill And Account Collectors                                 | 340        | 100.00                  |
|  | Department Stores   | 165        | 48.53                   |
|  | Miscellaneous Business Services                               | 55         | 16.18                   |
|  | All Other Business Services                                   | 50         | 14.71                   |
|  | o Medical Secretaries   | 440        | 100.00                  |
|  | Office Of Dentists  | 145        | 32.95                   |
|  | Office Of Physicians  | 140        | 31.82                   |
|  | Hospitals   | 125        | 28.41                   |
|  | o Secretaries   | 3465       | 100.00                  |
|  | All Other Service   | 255        | 7.36                    |
|  | All Other Durable Goods Manufacturing                         | 250        | 7.21                    |
|  | Local Government, Except Education And Hospitals              | 235        | 6.78                    |
|  | All Other Business Services                                   | 170        | 4.91                    |
|  | Social Services   | 170        | 4.91                    |
|  | All Other Wholesale And Retail Trade                          | 160        | 4.62                    |
|  | Elementary And Secondary Schools                              | 155        | 4.47                    |
|  | All Other Special Trade Constructors                          | 150        | 4.33                    |
|  | Hospitals   | 145        | 4.18                    |
|  | All Other Nondurable Goods Manufacturing                      | 140        | 4.04                    |
|  | All Other Machinery, Except Electrical                        | 125        | 3.61                    |
|  | All Other Finance, Insurance And Real Estate                  | 125        | 3.61                    |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| Miscellaneous Business Services                               | 125        | 3.61                 |
| All Other Wholesale Trade-nondurable Goods                    | 110        | 3.17                 |
| Colleges, Universities, Professional Schools, Junior Colleges | 110        | 3.17                 |
| Real Estate   | 90         | 2.60                 |
| All Other Health Services                                     | 85         | 2.45                 |
| Engines And Turbines  | 80         | 2.31                 |
| All Other Wholesale Trade-durable Goods                       | 80         | 2.31                 |
| All Other Construction  | 75         | 2.16                 |
| Membership Organizations                                      | 70         | 2.02                 |
| Electronic Components And Accessories                         | 65         | 1.88                 |
| Instruments And Related Products                              | 65         | 1.88                 |
| Machinery, Equipment And Supplies                             | 65         | 1.87                 |
| Insurance Carriers  | 65         | 1.88                 |
| Chemicals And Allied Products                                 | 55         | 1.59                 |
| Transportation And Public Utilities                           | 55         | 1.59                 |
| Misc. Retail Stores   | 55         | 1.59                 |
| All Other Banking   | 55         | 1.59                 |
| Hotels, Motels And Tourist Courts                             | 50         | 1.44                 |
| o Receptionists And Information Clerks                        | 870        | 100.00               |
| All Other Service   | 225        | 25.86                |
| Office Of Physicians  | 135        | 15.52                |
| Finance, Insurance And Real Estate                            | 105        | 12.07                |
| Wholesale And Retail Trade                                    | 85         | 9.77                 |
| Durable Goods Manufacturing                                   | 80         | 9.20                 |
| Hospitals   | 70         | 8.05                 |
| All Other Business Services                                   | 65         | 7.47                 |
| Office Of Dentists  | 65         | 7.47                 |
| o Typists And Word Processors                                 | 755        | 100.00               |
| All Other Business Services                                   | 125        | 16.56                |
| All Other Service   | 110        | 14.57                |
| Hospitals   | 90         | 11.92                |
| All Other Educational Services                                | 75         | 9.93                 |
| All Other Printing And Publishing                             | 70         | 9.27                 |
| Finance, Insurance And Real Estate                            | 70         | 9.27                 |
| Durable Goods Manufacturing                                   | 65         | 8.61                 |
| o Order Clerks - Materials, Merchandise And Service           | 475        | 100.00               |
| All Other Durable Goods Manufacturing                         | 90         | 18.95                |
| All Other Wholesale Trade-durable Goods                       | 65         | 13.68                |
| Department Stores   | 60         | 12.63                |
| Engines And Turbines  | 55         | 11.58                |
| Nondurable Goods Manufacturing                                | 55         | 11.58                |
| All Other Wholesale Trade-nondurable Goods                    | 55         | 11.58                |
| All Other Wholesale And Retail Trade                          | 50         | 10.53                |
| o Bookkeeping, Accounting, Auditing Clerks                    | 3180       | 100.00               |
| All Other Durable Goods Manufacturing                         | 285        | 8.96                 |
| All Other Service   | 280        | 8.81                 |
| Misc. Retail Stores   | 225        | 7.08                 |
| All Other Wholesale And Retail Trade                          | 195        | 6.13                 |
| Nondurable Goods Manufacturing                                | 170        | 5.35                 |
| Local Government, Except Education And Hospitals              | 165        | 5.19                 |
| All Other Special Trade Constructors                          | 145        | 4.56                 |
| Department Stores   | 135        | 4.25                 |
| Eating And Drinking Places                                    | 130        | 4.09                 |
| All Other Wholesale Trade-durable Goods                       | 110        | 3.46                 |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| All Other Machinery, Except Electrical            | 105        | 3.30                    |
| All Other Finance, Insurance And Real Estate      | 100        | 3.14                    |
| All Other Business Services                       | 95         | 2.99                    |
| Real Estate                                       | 90         | 2.83                    |
| Furniture And Home Furnishing Stores              | 80         | 2.52                    |
| All Other Banking                                 | 80         | 2.52                    |
| All Other Transportation And Public Utilities     | 70         | 2.20                    |
| Motor Vehicle Dealers (new And Used)              | 70         | 2.20                    |
| Hospitals   | 70         | 2.20                    |
| All Other Health Services                         | 70         | 2.20                    |
| Groceries And Related Supplies                    | 65         | 2.04                    |
| All Other Wholesale Trade-nondurable Goods        | 65         | 2.04                    |
| Food Stores                                       | 65         | 2.04                    |
| Nursing And Personal Care Facilities              | 65         | 2.04                    |
| Social Services                                   | 65         | 2.04                    |
| o Billing, Cost And Rate Clerks                   | 540        | 100.00                  |
| Wholesale And Retail Trade                        | 155        | 28.71                   |
| Hospitals   | 105        | 19.44                   |
| Durable Goods Manufacturing                       | 85         | 15.74                   |
| All Other Business Services                       | 65         | 12.04                   |
| All Other Service                                 | 50         | 9.26                    |
| o General Office Clerk                            | 3180       | 100.00                  |
| Local Government, Except Education And Hospitals  | 295        | 9.28                    |
| All Other Service                                 | 285        | 8.96                    |
| Hospitals   | 220        | 6.92                    |
| Transportation And Public Utilities               | 160        | 5.03                    |
| Miscellaneous Publishing                          | 155        | 4.87                    |
| Misc. Retail Stores                               | 145        | 4.56                    |
| All Other Machinery, Except Electrical            | 135        | 4.24                    |
| All Other Business Services                       | 135        | 4.24                    |
| All Other Durable Goods Manufacturing             | 130        | 4.09                    |
| All Other Nondurable Goods Manufacturing          | 130        | 4.09                    |
| All Other Wholesale Trade-durable Goods           | 115        | 3.62                    |
| All Other Wholesale And Retail Trade              | 115        | 3.62                    |
| Elementary And Secodary Schools                   | 110        | 3.46                    |
| All Other Finance, Insurance And Real Estate      | 105        | 3.30                    |
| Motor Vehicle Dealers (new And Used)              | 100        | 3.15                    |
| Groceries And Related Supplies                    | 95         | 2.99                    |
| All Other Wholesale Trade-nondurable Goods        | 95         | 2.99                    |
| All Other Special Trade Constructors              | 85         | 2.67                    |
| Furniture And Home Furnishing Stores              | 75         | 2.36                    |
| All Other Construction                            | 65         | 2.04                    |
| Insurance Carriers                                | 65         | 2.04                    |
| Real Estate                                       | 65         | 2.04                    |
| o Computer Operators, Except Peripheral Equipment | 430        | 100.00                  |
| State Government, Except Education And Hospitals  | 170        | 39.54                   |
| Service   | 75         | 17.44                   |
| Wholesale And Retail Trade                        | 55         | 12.79                   |
| o Data Entry Keyers, Except Composing             | 565        | 100.00                  |
| Miscellaneous Publishing                          | 140        | 24.78                   |
| All Other Wholesale Trade-nondurable Goods        | 75         | 13.27                   |
| All Other Service                                 | 70         | 12.39                   |
| Finance, Insurance And Real Estate                | 55         | 9.73                    |
| Miscellaneous Business Services                   | 55         | 9.74                    |
| All Other Business Services                       | 55         | 9.74                    |



**Table B:  
Southern Essex  
Employment in  
Selected Occupations  
by Industry**

|  | Employment | Percent<br>Distribution |
|--|------------|-------------------------|
| o Production, Planning, Expediting Clerks              | 490        | 100.00                  |
| All Other Durable Goods Manufacturing                  | 200        | 40.82                   |
| All Other Machinery, Except Electrical                 | 75         | 15.31                   |
| Electronic Components And Accessories                  | 65         | 13.27                   |
| Engines And Turbines                                   | 60         | 12.24                   |
| o Stock Clerks - Stockroom, Warehouse And Storage Yard | 1265       | 100.00                  |
| All Other Durable Goods Manufacturing                  | 220        | 17.39                   |
| All Other Wholesale And Retail Trade                   | 165        | 13.04                   |
| Engines And Turbines                                   | 140        | 11.07                   |
| All Other Wholesale Trade-durable Goods                | 110        | 8.70                    |
| All Other Wholesale Trade-nondurable Goods             | 105        | 8.30                    |
| Furniture And Home Furnishing Stores                   | 75         | 5.93                    |
| Department Stores                                      | 70         | 5.53                    |
| Building Materials And Garden Supplies                 | 65         | 5.14                    |
| All Other Machinery, Except Electrical                 | 60         | 4.74                    |
| Nondurable Goods Manufacturing                         | 60         | 4.74                    |
| All Other Business Services                            | 60         | 4.74                    |
| All Other Health Services                              | 50         | 3.95                    |
| o Traffic, Shipping And Receiving Clerks               | 965        | 100.00                  |
| All Other Durable Goods Manufacturing                  | 270        | 27.98                   |
| Nondurable Goods Manufacturing                         | 170        | 17.62                   |
| All Other Wholesale And Retail Trade                   | 165        | 17.10                   |
| All Other Wholesale Trade-nondurable Goods             | 105        | 10.88                   |
| <b>Service Occupations</b>                             |            |                         |
| o Fire Fighters  | 430        | 100.00                  |
| Local Government, Except Education And Hospitals       | 430        | 100.00                  |
| o Police Detectives And Investigators                  | 385        | 100.00                  |
| Local Government, Except Education And Hospitals       | 385        | 100.00                  |
| o Guards And Watch Guards                              | 1150       | 100.00                  |
| Miscellaneous Business Services                        | 580        | 50.43                   |
| Miscellaneous Amusement And Recreation Services        | 155        | 13.48                   |
| All Other Service                                      | 75         | 6.52                    |
| All Other Health Services                              | 60         | 5.22                    |
| Department Stores                                      | 50         | 4.35                    |
| Eating And Drinking Places                             | 50         | 4.35                    |
| All Other Educational Services                         | 50         | 4.35                    |
| o Hosts And Hostesses                                  | 475        | 100.00                  |
| Eating And Drinking Places                             | 445        | 93.68                   |
| o Bartenders   | 1040       | 100.00                  |
| Eating And Drinking Places                             | 820        | 78.85                   |
| Hotels, Motels And Tourist Courts                      | 95         | 9.13                    |
| Miscellaneous Amusement And Recreation Services        | 50         | 4.81                    |
| o Waiters And Waitresses                               | 4745       | 100.00                  |
| Eating And Drinking Places                             | 4050       | 85.35                   |

**Table B:  
Southern Essex  
Employment in  
Selected Occupations  
by Industry**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| Hotels, Motels And Tourist Courts               | 200        | 4.22                    |
| Miscellaneous Amusement And Recreation Services | 125        | 2.64                    |
| All Other Food Stores                           | 105        | 2.21                    |
| Hospitals                                       | 95         | 2.00                    |
| All Other Wholesale And Retail Trade            | 75         | 1.58                    |
| Nursing And Personal Care Facilities            | 60         | 1.26                    |
| o Dining Room, Counter And Cafe Attendants      | 995        | 100.00                  |
| Eating And Drinking Places                      | 695        | 69.85                   |
| Food Stores                                     | 105        | 10.55                   |
| All Other Wholesale And Retail Trade            | 95         | 9.55                    |
| Elementary And Secodary Schools                 | 55         | 5.53                    |
| o Cooks, Restaurant                             | 1115       | 100.00                  |
| Eating And Drinking Places                      | 980        | 87.89                   |
| Hotels, Motels And Tourist Courts               | 85         | 7.62                    |
| o Cooks, Institution Or Cafe                    | 435        | 100.00                  |
| Nursing And Personal Care Facilities            | 130        | 29.89                   |
| Elementary And Secodary Schools                 | 115        | 26.44                   |
| Social Services                                 | 65         | 14.94                   |
| State And Local Government                      | 55         | 12.64                   |
| All Other Service                               | 50         | 11.49                   |
| o Cooks, Speciality Fast Food And Fast Food     | 950        | 100.00                  |
| Eating And Drinking Places                      | 900        | 94.74                   |
| o Food Preparation Workers                      | 1970       | 100.00                  |
| Eating And Drinking Places                      | 925        | 46.95                   |
| Elementary And Secodary Schools                 | 290        | 14.72                   |
| Nursing And Personal Care Facilities            | 235        | 11.93                   |
| Groceries And Related Supplies                  | 120        | 6.09                    |
| Hotels, Motels And Tourist Courts               | 100        | 5.08                    |
| Hospitals                                       | 100        | 5.08                    |
| Miscellaneous Amusement And Recreation Services | 90         | 4.57                    |
| All Other Service                               | 65         | 3.30                    |
| o Dental Assistants                             | 335        | 100.00                  |
| Office Of Dentists                              | 300        | 89.55                   |
| o Nurse Aides, Orderlies And Attendants         | 2105       | 100.00                  |
| Nursing And Personal Care Facilities            | 1140       | 54.16                   |
| Hospitals                                       | 620        | 29.45                   |
| Social Services                                 | 110        | 5.23                    |
| All Other Health Services                       | 85         | 4.04                    |
| Elementary And Secodary Schools                 | 75         | 3.56                    |
| All Other Business Services                     | 65         | 3.09                    |
| o Home Health Aides                             | 455        | 100.00                  |
| All Other Health Services                       | 340        | 74.73                   |
| Social Services                                 | 75         | 16.48                   |

**Table B:  
Southern Essex  
Employment in  
Selected Occupations  
by Industry**

**Employment      Percent  
Distribution**

|  |   |   |      |        |
|--|---|---|------|--------|
|  | o | Janitors And Cleaners   | 2350 | 100.00 |
|  |   | Services To Dwellings And Other Buildings                     | 785  | 33.40  |
|  |   | Elementary And Secondary Schools                              | 410  | 17.45  |
|  |   | All Other Service   | 225  | 9.57   |
|  |   | Durable Goods Manufacturing                                   | 195  | 8.30   |
|  |   | All Other Wholesale And Retail Trade                          | 140  | 5.96   |
|  |   | Hospitals   | 95   | 4.04   |
|  |   | Nursing And Personal Care Facilities                          | 90   | 3.83   |
|  |   | Eating And Drinking Places                                    | 80   | 3.40   |
|  |   | Colleges, Universities, Professional Schools, Junior Colleges | 70   | 2.98   |
|  |   | Nondurable Goods Manufacturing                                | 65   | 2.77   |
|  |   | All Other Food Stores   | 65   | 2.76   |
|  |   | All Other Banking   | 65   | 2.77   |
|  |   | All Other Finance, Insurance And Real Estate                  | 65   | 2.77   |
|  | o | Cosmetologists And Related                                    | 565  | 100.00 |
|  |   | Personal Services   | 520  | 92.04  |
|  | o | Gardeners And Groundskeepers, Except Farm                     | 325  | 100.00 |
|  |   | Miscellaneous Amusement And Recreation Services               | 115  | 35.39  |
|  |   | Real Estate   | 90   | 27.69  |
|  |   | All Other Service   | 85   | 26.15  |
| <b>Prod., Construction &amp;<br/>Machining Occupations</b> | o | First Line Supervisors - Mechanics And Repairers              | 555  | 100.00 |
|  |   | All Other Wholesale And Retail Trade                          | 155  | 27.93  |
|  |   | Motor Vehicle Dealers (new And Used)                          | 110  | 19.82  |
|  |   | Transportation And Public Utilities                           | 105  | 18.92  |
|  |   | Service   | 60   | 10.81  |
|  |   | Durable Goods Manufacturing                                   | 55   | 9.91   |
|  |   | State And Local Government                                    | 50   | 9.01   |
|  | o | First Line Supervisors - Constuction And Related              | 370  | 100.00 |
|  |   | General Building Contractors - Residential Buildings          | 150  | 40.54  |
|  |   | All Other Special Trade Constructors                          | 105  | 28.38  |
|  |   | All Other Construction  | 90   | 24.33  |
|  | o | First Line Supervisors - Production And Related               | 1230 | 100.00 |
|  |   | All Other Durable Goods Manufacturing                         | 590  | 47.97  |
|  |   | All Other Machinery, Except Electrical                        | 190  | 15.45  |
|  |   | All Other Nondurable Goods Manufacturing                      | 185  | 15.04  |
|  |   | Fabricated Metal Products                                     | 80   | 6.50   |
|  |   | Chemicals And Allied Products                                 | 75   | 6.10   |
|  |   | Instruments And Related Products                              | 60   | 4.88   |
|  |   | Electronic Components And Accessories                         | 50   | 4.06   |
|  | o | Precision And Production Inspectors                           | 1320 | 100.00 |
|  |   | All Other Durable Goods Manufacturing                         | 735  | 55.68  |
|  |   | All Other Machinery, Except Electrical                        | 135  | 10.23  |
|  |   | Engines And Turbines  | 120  | 9.09   |
|  |   | Electronic Components And Accessories                         | 110  | 8.33   |
|  |   | Nondurable Goods Manufacturing                                | 105  | 7.96   |
|  |   | Instruments And Related Products                              | 90   | 6.82   |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|  | Employment | Percent Distribution |
|--|------------|----------------------|
| o Maintenance Repairers, General Utility                     | 1935       | 100.00               |
| Local Government, Except Education And Hospitals             | 575        | 29.72                |
| Wholesale And Retail Trade                                   | 190        | 9.82                 |
| All Other Service  | 175        | 9.04                 |
| Real Estate  | 155        | 8.01                 |
| Durable Goods Manufacturing                                  | 150        | 7.75                 |
| Miscellaneous Amusement And Recreation Services              | 140        | 7.24                 |
| Nondurable Goods Manufacturing                               | 110        | 5.69                 |
| Construction   | 90         | 4.65                 |
| State Government, Except Education And Hospitals             | 85         | 4.39                 |
| Services To Dwellings And Other Buildings                    | 70         | 3.62                 |
| Hotels, Motels And Tourist Courts                            | 60         | 3.10                 |
| Nursing And Personal Care Facilities                         | 55         | 2.84                 |
| Elementary And Secodary Schools                              | 55         | 2.84                 |
| o Automotive Mechanics                                       | 860        | 100.00               |
| Motor Vehicle Dealers (new And Used)                         | 415        | 48.26                |
| All Other Wholesale And Retail Trade                         | 270        | 31.40                |
| Auto Repair, Services And Garages                            | 90         | 10.47                |
| Department Stores  | 55         | 6.39                 |
| o Automotive Body And Related Repairers                      | 470        | 100.00               |
| Auto Repair, Services And Garages                            | 305        | 64.89                |
| Motor Vehicle Dealers (new And Used)                         | 115        | 24.47                |
| o Heating, Air Conditioning, Refrigeration Mechs, Installers | 315        | 100.00               |
| Misc. Retail Stores  | 100        | 31.75                |
| All Other Special Trade Constructors                         | 95         | 30.16                |
| All Other Wholesale And Retail Trade                         | 65         | 20.63                |
| o Carpenters   | 680        | 100.00               |
| General Building Contractors - Residential Buildings         | 280        | 41.18                |
| All Other Construction                                       | 170        | 25.00                |
| All Other Special Trade Constructors                         | 105        | 15.44                |
| o Electricians   | 445        | 100.00               |
| All Other Special Trade Constructors                         | 345        | 77.53                |
| Durable Goods Manufacturing                                  | 55         | 12.36                |
| o Painters, Paperhangers, Construction And Maintenance       | 410        | 100.00               |
| All Other Special Trade Constructors                         | 155        | 37.80                |
| Local Government, Except Education And Hospitals             | 95         | 23.17                |
| General Building Contractors - Residential Buildings         | 65         | 15.85                |
| o Plumbers, Pipefitters And Steamfitters                     | 475        | 100.00               |
| All Other Special Trade Constructors                         | 415        | 87.37                |
| o Machinists   | 2570       | 100.00               |
| All Other Durable Goods Manufacturing                        | 1520       | 59.15                |
| Miscellaneous Machinery Except Electrical                    | 400        | 15.56                |
| All Other Machinery, Except Electrical                       | 135        | 5.25                 |
| Electronic Components And Accessories                        | 135        | 5.25                 |



**Table B:  
Southern Essex  
Employment in  
Selected Occupations  
by Industry**

|  | Employment | Percent<br>Distribution |
|--|------------|-------------------------|
| Fabricated Metal Products                                      | 85         | 3.31                    |
| Auto Repair, Services And Garages                              | 80         | 3.11                    |
| Engines And Turbines   | 65         | 2.53                    |
| Wholesale And Retail Trade                                     | 55         | 2.14                    |
| Special Indusry Machinery                                      | 50         | 1.95                    |
| o Precision Tool Grinders, Filers, Sharpeners                  | 570        | 100.00                  |
| Durable Goods Manufacturing                                    | 560        | 98.25                   |
| o Sheet Metal Workers  | 380        | 100.00                  |
| All Other Durable Goods Manufacturing                          | 125        | 32.90                   |
| Fabricated Metal Products                                      | 105        | 27.63                   |
| All Other Machinery, Except Electrical                         | 70         | 18.42                   |
| All Other Special Trade Constructors                           | 60         | 15.79                   |
| o Lathe, Turning Mach Tool Setters, Set-up Operators, Metal, P | 1255       | 100.00                  |
| All Other Durable Goods Manufacturing                          | 1040       | 82.87                   |
| All Other Machinery, Except Electrical                         | 145        | 11.55                   |
| Fabricated Metal Products                                      | 70         | 5.58                    |
| o Milling, Planing Machine Setters, Set-up Ops, Metal, Plastic | 670        | 100.00                  |
| All Other Durable Goods Manufacturing                          | 560        | 83.58                   |
| Miscellaneous Machinery Except Electrical                      | 55         | 8.21                    |
| All Other Machinery, Except Electrical                         | 55         | 8.21                    |
| o Machine Tool Cutting Operators                               | 645        | 100.00                  |
| All Other Durable Goods Manufacturing                          | 575        | 89.15                   |
| Electronic Components And Accessories                          | 70         | 10.85                   |
| o Sheetmetal Machine Operator                                  | 300        | 100.00                  |
| All Other Durable Goods Manufacturing                          | 225        | 75.00                   |
| Fabricated Metal Products                                      | 70         | 23.33                   |
| o Numerical Control Machine Tool Operators, Tenders, Met, Plas | 300        | 100.00                  |
| All Other Durable Goods Manufacturing                          | 115        | 38.33                   |
| Engines And Turbines   | 105        | 35.00                   |
| Miscellaneous Machinery Except Electrical                      | 80         | 26.67                   |
| o Laundry And Drycleaning Machine Operators                    | 375        | 100.00                  |
| Personal Services  | 245        | 65.34                   |
| Nursing And Personal Care Facilities                           | 110        | 29.33                   |
| o Packaging And Filling Machine Operators                      | 475        | 100.00                  |
| Miscellaneous Foods And Kindred Products                       | 325        | 68.42                   |
| All Other Nondurable Goods Manufacturing                       | 70         | 14.74                   |
| Durable Goods Manufacturing                                    | 55         | 11.58                   |
| o Machine Builders And Other Precision Machine                 | 300        | 100.00                  |
| Engines And Turbines   | 220        | 73.33                   |
| All Other Durable Goods Manufacturing                          | 80         | 26.67                   |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| o Electromechanical Equipment Assemblers - Prec               | 410        | 100.00               |
| Electronic Components And Accessories                         | 270        | 65.86                |
| All Other Durable Goods Manufacturing                         | 75         | 18.29                |
| All Other Machinery, Except Electrical                        | 65         | 15.85                |
| o Electrical And Electronic Equipment Assembler               | 350        | 100.00               |
| Electronic Components And Accessories                         | 155        | 44.29                |
| All Other Durable Goods Manufacturing                         | 105        | 30.00                |
| All Other Machinery, Except Electrical                        | 90         | 25.71                |
| o Electrical And Electronic Assemblers                        | 665        | 100.00               |
| All Other Durable Goods Manufacturing                         | 510        | 76.69                |
| Electronic Components And Accessories                         | 100        | 15.04                |
| All Other Machinery, Except Electrical                        | 55         | 8.27                 |
| o Welders And Cutters   | 325        | 100.00               |
| All Other Durable Goods Manufacturing                         | 105        | 32.31                |
| All Other Special Trade Constructors                          | 95         | 29.23                |
| All Other Machinery, Except Electrical                        | 50         | 15.38                |
| o Assemblers, Fabricators - Exc Mach, Electrc, Electrnc, Prec | 1025       | 100.00               |
| All Other Durable Goods Manufacturing                         | 445        | 43.42                |
| Instruments And Related Products                              | 135        | 13.17                |
| All Other Machinery, Except Electrical                        | 115        | 11.22                |
| Nondurable Goods Manufacturing                                | 110        | 10.73                |
| Fabricated Metal Products                                     | 95         | 9.27                 |
| Wholesale And Retail Trade                                    | 65         | 6.34                 |
| Electronic Components And Accessories                         | 60         | 5.85                 |
| o Truck Drivers, Heavy  | 975        | 100.00               |
| Trucking, Local And Long Distance                             | 245        | 25.13                |
| All Other Wholesale And Retail Trade                          | 125        | 12.82                |
| Misc. Retail Stores   | 120        | 12.31                |
| Durable Goods Manufacturing                                   | 115        | 11.80                |
| Groceries And Related Supplies                                | 90         | 9.23                 |
| Construction  | 80         | 8.20                 |
| All Other Transportation And Public Utilities                 | 70         | 7.18                 |
| All Other Wholesale Trade-durable Goods                       | 60         | 6.15                 |
| Nondurable Goods Manufacturing                                | 50         | 5.13                 |
| o Truck Drivers, Light - Including Delivery And Route Drivers | 1220       | 100.00               |
| Service   | 180        | 14.75                |
| Trucking, Local And Long Distance                             | 165        | 13.52                |
| Durable Goods Manufacturing                                   | 150        | 12.29                |
| All Other Wholesale And Retail Trade                          | 135        | 11.07                |
| Groceries And Related Supplies                                | 120        | 9.84                 |
| Misc. Retail Stores   | 120        | 9.83                 |
| All Other Wholesale Trade-durable Goods                       | 75         | 6.15                 |
| Nondurable Goods Manufacturing                                | 70         | 5.74                 |
| All Other Wholesale Trade-nondurable Goods                    | 70         | 5.74                 |
| Furniture And Home Furnishing Stores                          | 70         | 5.74                 |
| o Bus Drivers, School   | 475        | 100.00               |
| Transportation And Public Utilities                           | 400        | 84.21                |
| Elementary And Secodary Schools                               | 60         | 12.63                |

**Table B:**  
**Southern Essex**  
**Employment in**  
**Selected Occupations**  
**by Industry**

|  | Employment | Percent Distribution |
|--|------------|----------------------|
| o Driver/sales Workers                               | 615        | 100.00               |
| Groceries And Related Supplies                       | 265        | 43.09                |
| Eating And Drinking Places                           | 195        | 31.71                |
| All Other Printing And Publishing                    | 50         | 8.13                 |
| o Service Station Attendants                         | 560        | 100.00               |
| Wholesale And Retail Trade                           | 505        | 90.18                |
| o Helpers, All Other Construction Trades             | 845        | 100.00               |
| All Other Special Trade Constructors                 | 505        | 59.76                |
| General Building Contractors - Residential Buildings | 215        | 25.45                |
| All Other Construction                               | 125        | 14.79                |
| o Machine Feeders And Offbearers                     | 390        | 100.00               |
| Durable Goods Manufacturing                          | 135        | 34.62                |
| Leather And Leather Products                         | 80         | 20.51                |
| All Other Nondurable Goods Manufacturing             | 75         | 19.23                |
| Miscellaneous Foods And Kindred Products             | 50         | 12.82                |
| Service  | 50         | 12.82                |
| o Hand Packers And Packagers                         | 880        | 100.00               |
| Durable Goods Manufacturing                          | 175        | 19.89                |
| All Other Nondurable Goods Manufacturing             | 160        | 18.18                |
| Trucking, Local And Long Distance                    | 140        | 15.91                |
| Groceries And Related Supplies                       | 140        | 15.91                |
| All Other Wholesale And Retail Trade                 | 100        | 11.36                |
| Food Stores  | 80         | 9.09                 |
| All Other Printing And Publishing                    | 50         | 5.68                 |
| o All Other Helpers, Laborers, Movers - Hand         | 2990       | 100.00               |
| State Government, Except Education And Hospitals     | 565        | 18.90                |
| All Other Durable Goods Manufacturing                | 520        | 17.39                |
| Local Government, Except Education And Hospitals     | 305        | 10.20                |
| Groceries And Related Supplies                       | 230        | 7.69                 |
| Miscellaneous Foods And Kindred Products             | 190        | 6.36                 |
| Leather And Leather Products                         | 175        | 5.85                 |
| All Other Construction                               | 120        | 4.01                 |
| All Other Nondurable Goods Manufacturing             | 110        | 3.68                 |
| Transportation And Public Utilities                  | 95         | 3.18                 |
| General Building Contractors - Residential Buildings | 90         | 3.01                 |
| All Other Machinery, Except Electrical               | 80         | 2.68                 |
| All Other Wholesale Trade-durable Goods              | 80         | 2.68                 |
| Motor Vehicle Dealers (new And Used)                 | 70         | 2.34                 |
| All Other Wholesale And Retail Trade                 | 65         | 2.17                 |
| All Other Service                                    | 65         | 2.17                 |
| All Other Wholesale Trade-nondurable Goods           | 55         | 1.84                 |
| Furniture And Home Furnishing Stores                 | 55         | 1.84                 |
| Misc. Retail Stores                                  | 55         | 1.84                 |
| All Other Business Services                          | 55         | 1.84                 |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|                         |   | Employment | Percent Distribution |
|-------------------------|---|------------|----------------------|
| Construction Industries | o General Building Contractors - Residential Buildings        | 1560       | 100.00               |
|                         | Carpenters  | 280        | 17.95                |
|                         | Helpers, All Other Construction Trades                        | 220        | 14.10                |
|                         | Operating Engineers   | 155        | 9.94                 |
|                         | First Line Supervisors - Constuction And Related              | 150        | 9.62                 |
|                         | Brick Masons And Stone Masons                                 | 100        | 6.41                 |
|                         | All Other Clerical And Administrative Support Workers         | 95         | 6.09                 |
|                         | Construction Managers   | 90         | 5.77                 |
|                         | All Other Helpers, Laborers, Movers - Hand                    | 90         | 5.77                 |
|                         | Professional, Paraprofessional And Technical Occupations      | 75         | 4.81                 |
|                         | General Managers And Top Executives                           | 70         | 4.49                 |
|                         | Painters, Paperhangers, Construction And Maintenance          | 65         | 4.17                 |
|                         | o All Other Special Trade Contractors                         | 4225       | 100.00               |
|                         | Helpers, All Other Construction Trades                        | 505        | 11.95                |
|                         | Plumbers, Pipefitters And Steamfitters                        | 415        | 9.82                 |
|                         | Electricians  | 340        | 8.05                 |
|                         | All Other Construction And Extractive Occupations             | 250        | 5.92                 |
|                         | Glaziers  | 190        | 4.50                 |
|                         | General Managers And Top Executives                           | 165        | 3.91                 |
|                         | Secretaries, Stenographers And Typists                        | 150        | 3.55                 |
|                         | Painters, Paperhangers, Construction And Maintenance          | 150        | 3.55                 |
|                         | Bookkeeping, Accounting, Auditing Clerks                      | 145        | 3.43                 |
|                         | Drywall Installers And Tapers                                 | 135        | 3.20                 |
|                         | Construction Managers   | 115        | 2.72                 |
|                         | Transportation, Material Moving Machine And Vehicle Operators | 110        | 2.60                 |
|                         | First Line Supervisors - Constuction And Related              | 105        | 2.49                 |
|                         | Carpenters  | 105        | 2.49                 |
|                         | Heating, Air Conditioning, Refrigeration Mechs, Installers    | 95         | 2.25                 |
|                         | Roofers   | 95         | 2.25                 |
|                         | Welders And Cutters   | 95         | 2.25                 |
|                         | General Office Clerk  | 85         | 2.01                 |
|                         | All Other Professional, Paraprofessional And Technicians      | 80         | 1.89                 |
|                         | Brick Masons And Stone Masons                                 | 80         | 1.89                 |
|                         | Engineering, Mathematical And Natural Science Managers        | 70         | 1.66                 |
|                         | Cost Estimators   | 70         | 1.66                 |
|                         | Computer Programmers  | 60         | 1.42                 |
|                         | Reinforcing Metal Workers                                     | 60         | 1.42                 |
|                         | Sheet Metal Workers   | 60         | 1.42                 |
|                         | Electrical And Electronic Engineers                           | 55         | 1.30                 |
|                         | All Other Mechanics, Installers And Repairers                 | 55         | 1.30                 |
|                         | o All Other Construction                                      | 1005       | 100.00               |
|                         | Carpenters  | 170        | 16.92                |
|                         | Helpers, All Other Construction Trades                        | 125        | 12.44                |
|                         | Clerical And Administrative Support Occupations               | 95         | 9.45                 |
|                         | First Line Supervisors - Constuction And Related              | 90         | 8.96                 |
|                         | All Other Managers And Administrators                         | 80         | 7.96                 |
|                         | All Other Construction And Extractive Occupations             | 80         | 7.96                 |
|                         | All Other Helpers, Laborers, Movers - Hand                    | 75         | 7.46                 |
|                         | Mechanics, Installers And Repairers                           | 65         | 6.47                 |
|                         | Operating Engineers   | 65         | 6.47                 |
|                         | General Managers And Top Executives                           | 60         | 5.97                 |
|                         | All Other Material Moving Equipment Operators                 | 55         | 5.47                 |



**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|                             |   | Employment | Percent<br>Distribution |
|-----------------------------|---|------------|-------------------------|
| Manufacturing<br>Industries | o Fabricated Metal Products                                   | 1645       | 100.00                  |
|                             | All Other Metal, Plastic Machine Setters, Set-up Operators    | 150        | 9.12                    |
|                             | All Other Clerical And Administrative Support Workers         | 130        | 7.90                    |
|                             | All Other Metal And Plastic Machine Operators And Tenders     | 110        | 6.69                    |
|                             | Professional, Paraprofessional And Technical Occupations      | 105        | 6.38                    |
|                             | Sheet Metal Workers   | 105        | 6.38                    |
|                             | Assemblers, Fabricators - Exc Mach, Electrc, Electrmc, Prec   | 95         | 5.78                    |
|                             | All Other Managers And Administrators                         | 85         | 5.17                    |
|                             | Machinists  | 85         | 5.17                    |
|                             | All Other Precision Workers                                   | 85         | 5.17                    |
|                             | First Line Supervisors - Production And Related               | 80         | 4.86                    |
|                             | All Other Hand Workers  | 80         | 4.86                    |
|                             | Lathe, Turning Mach Tool Setters, Set-up Operators, Metal, Pl | 70         | 4.26                    |
|                             | Sheetmetal Machine Operator                                   | 70         | 4.26                    |
|                             | Metal Fabricators, Structural Metal Products                  | 65         | 3.95                    |
|                             | Helpers, Laborers And Related                                 | 65         | 3.95                    |
|                             | General Managers And Top Executives                           | 55         | 3.34                    |
|                             | Material Recording, Scheduling, Dispatching, Distributing     | 55         | 3.34                    |
|                             | o Engines And Turbines  | 2240       | 100.00                  |
|                             | Machine Builders And Other Precision Machine                  | 220        | 9.82                    |
|                             | All Other Clerical And Administrative Support Workers         | 215        | 9.60                    |
|                             | All Other Managers And Administrators                         | 180        | 8.04                    |
|                             | Stock Clerks - Stockroom, Warehouse And Storage Yard          | 140        | 6.25                    |
|                             | Precision And Production Inspectors                           | 120        | 5.36                    |
|                             | Management Support Occupations                                | 105        | 4.69                    |
|                             | Numerical Control Machine Tool Operators, Tenders, Met, Plas  | 105        | 4.69                    |
|                             | Engineering And Related Technicians And Technologists         | 100        | 4.46                    |
|                             | All Other Metal, Plastic Machine Setters, Set-up Operators    | 100        | 4.46                    |
|                             | All Other Professional, Paraprofessional And Technicians      | 80         | 3.57                    |
|                             | Secretaries, Stenographers And Typists                        | 80         | 3.57                    |
|                             | Engineering, Mathematical And Natural Science Managers        | 75         | 3.35                    |
|                             | Mechanical Engineers  | 70         | 3.13                    |
|                             | Machinists  | 70         | 3.13                    |
|                             | First Line Supervisors, Manager/supers - Prod, Constr, Maint  | 65         | 2.90                    |
|                             | All Other Hand Workers  | 65         | 2.90                    |
|                             | Production, Planning, Expediting Clerks                       | 60         | 2.68                    |
|                             | All Other Precision Metal Assemblers                          | 60         | 2.68                    |
|                             | All Other Engineers   | 55         | 2.45                    |
|                             | Sales And Related Occupations                                 | 55         | 2.45                    |
|                             | Order Clerks - Materials, Merchandise And Service             | 55         | 2.45                    |
|                             | Traffic, Shipping And Receiving Clerks                        | 55         | 2.46                    |
|                             | All Other Precision Workers                                   | 55         | 2.46                    |
|                             | o Special Industry Machinery                                  | 1275       | 100.00                  |
|                             | All Other Metal, Plastic Machine Setters, Set-up Operators    | 165        | 12.94                   |
|                             | All Other Clerical And Administrative Support Workers         | 160        | 12.55                   |
|                             | Hand Working Occupations, Including Assemblers, Fabricators   | 135        | 10.59                   |
|                             | Sales And Related Occupations                                 | 120        | 9.41                    |
|                             | Managerial And Administrative Occupations                     | 95         | 7.45                    |
|                             | All Other Professional, Paraprofessional And Technicians      | 90         | 7.06                    |
|                             | Engineers   | 80         | 6.28                    |
|                             | All Other Precision Workers                                   | 75         | 5.88                    |
|                             | Material Recording, Scheduling, Dispatching, Distributing     | 65         | 5.10                    |
|                             | First Line Supervisors, Manager/supers - Prod, Constr, Maint  | 65         | 5.10                    |
|                             | Engineering And Related Technicians And Technologists         | 55         | 4.31                    |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| o Miscellaneous Machinery Except Electrical                   | 1260       | 100.00               |
| Machinists  | 400        | 31.75                |
| Clerical And Administrative Support Occupations               | 200        | 15.87                |
| All Other Precision Workers                                   | 135        | 10.71                |
| General Managers And Top Executives                           | 85         | 6.75                 |
| Numerical Control Machine Tool Operators, Tenders, Met, Plas  | 85         | 6.75                 |
| All Other Managers And Administrators                         | 80         | 6.35                 |
| All Other Metal, Plastic Machine Setters, Set-up Operators    | 70         | 5.56                 |
| Milling, Planing Machine Setters, Set-up Ops, Metal, Plastic  | 55         | 4.37                 |
| o All Other Machinery, Except Electrical                      | 2220       | 100.00               |
| All Other Managers And Administrators                         | 200        | 9.01                 |
| All Other Professional, Paraprofessional And Technicians      | 165        | 7.43                 |
| All Other Clerical And Administrative Support Workers         | 150        | 6.76                 |
| Machinists  | 135        | 6.08                 |
| All Other Hand Workers  | 110        | 4.96                 |
| Mechanical Engineers  | 105        | 4.73                 |
| All Other Engineering Technicians And Technologists           | 105        | 4.73                 |
| Material Recording, Scheduling, Dispatching, Distributing     | 100        | 4.50                 |
| All Other Precision Metal Workers                             | 100        | 4.51                 |
| Management Support Occupations                                | 95         | 4.28                 |
| Electrical And Electronic Engineers                           | 90         | 4.05                 |
| Secretaries, Stenographers And Typists                        | 80         | 3.60                 |
| All Other Metal, Plastic Machine Setters, Set-up Operators    | 80         | 3.60                 |
| Electrical, Electronic Engineering Technicians, Technologists | 70         | 3.15                 |
| Precision And Production Inspectors                           | 70         | 3.15                 |
| Sales And Related Occupations                                 | 65         | 2.93                 |
| First Line Supervisors - Production And Related               | 65         | 2.93                 |
| Assemblers, Fabricators - Exc Mach, Electrc, Electrnc, Prec   | 65         | 2.93                 |
| General Managers And Top Executives                           | 55         | 2.48                 |
| All Other Precision Metal Assemblers                          | 55         | 2.48                 |
| o Electronic Components And Accessories                       | 2550       | 100.00               |
| Electromechanical Equipment Assemblers - Prec                 | 270        | 10.59                |
| Electrical, Electronic Engineering Technicians, Technologists | 205        | 8.04                 |
| Electrical And Electronic Engineers                           | 200        | 7.84                 |
| Managerial And Administrative Occupations                     | 160        | 6.28                 |
| Electrical And Electronic Equipment Assembler                 | 155        | 6.08                 |
| Machinists  | 135        | 5.29                 |
| All Other Clerical And Administrative Support Workers         | 120        | 4.71                 |
| Precision And Production Inspectors                           | 110        | 4.31                 |
| Electrical And Electronic Assemblers                          | 100        | 3.92                 |
| All Other Engineers   | 95         | 3.73                 |
| All Other Precision Workers                                   | 95         | 3.73                 |
| Management Support Occupations                                | 80         | 3.14                 |
| Machine Tool Cutting Operators                                | 75         | 2.94                 |
| All Other Professional, Paraprofessional And Technicians      | 70         | 2.74                 |
| Sales And Related Occupations                                 | 70         | 2.74                 |
| Secretaries, Stenographers And Typists                        | 65         | 2.55                 |
| Production, Planning, Expediting Clerks                       | 65         | 2.55                 |
| Mechanical Engineering Technicians And Technologists          | 60         | 2.35                 |
| All Other Material Recording And Related Workers              | 60         | 2.35                 |
| Assemblers, Fabricators - Exc Mach, Electrc, Electrnc, Prec   | 60         | 2.35                 |
| All Other Metal, Plastic Machine Setters, Set-up Operators    | 55         | 2.16                 |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| o Instruments And Related Products                            | 1730       | 100.00               |
| Managerial And Administrative Occupations                     | 195        | 11.27                |
| Assemblers, Fabricators - Exc Mach, Electrl, Electrnc, Prec   | 140        | 8.09                 |
| All Other Machine Operators                                   | 125        | 7.22                 |
| Engineering And Related Technicians And Technologists         | 120        | 6.94                 |
| Electrolytic Plating And Coating Machine Operators, Tenders   | 120        | 6.94                 |
| All Other Precision Metal Assemblers                          | 120        | 6.94                 |
| Engineers   | 105        | 6.07                 |
| All Other Professional, Paraprofessional And Technicians      | 105        | 6.07                 |
| All Other Precision Workers                                   | 105        | 6.07                 |
| All Other Clerical And Administrative Support Workers         | 95         | 5.49                 |
| Precision And Production Inspectors                           | 90         | 5.20                 |
| Secretaries, Stenographers And Typists                        | 65         | 3.76                 |
| Material Recording, Scheduling, Dispatching, Distributing     | 65         | 3.76                 |
| First Line Supervisors - Production And Related               | 65         | 3.76                 |
| Sales And Related Occupations                                 | 60         | 3.47                 |
| All Other Precision Metal Workers                             | 55         | 3.18                 |
| o All Other Durable Goods Manufacturing                       | 13935      | 100.00               |
| Machinists  | 1475       | 10.59                |
| Lathe, Turning Mach Tool Setters, Set-up Operators, Metal, Pl | 1025       | 7.36                 |
| All Other Machine Operators                                   | 885        | 6.35                 |
| Precision And Production Inspectors                           | 705        | 5.06                 |
| First Line Supervisors - Production And Related               | 590        | 4.23                 |
| Milling, Planing Machine Setters, Set-up Ops, Metal, Plastic  | 555        | 3.98                 |
| Precision Tool Grinders, Filers, Sharpeners                   | 510        | 3.66                 |
| Machine Tool Cutting Operators                                | 495        | 3.55                 |
| Electrical And Electronic Assemblers                          | 490        | 3.52                 |
| All Other Helpers, Laborers, Movers - Hand                    | 480        | 3.45                 |
| Assemblers, Fabricators - Exc Mach, Electrl, Electrnc, Prec   | 445        | 3.19                 |
| General Managers And Top Executives                           | 345        | 2.48                 |
| Secretaries, Stenographers And Typists                        | 225        | 1.62                 |
| Industrial Production Managers                                | 200        | 1.44                 |
| Traffic, Shipping And Receiving Clerks                        | 195        | 1.40                 |
| Grinding And Polishing Workers, Hand                          | 195        | 1.40                 |
| All Other Clerical And Administrative Support Workers         | 190        | 1.36                 |
| Bookkeeping, Accounting, Auditing Clerks                      | 185        | 1.33                 |
| Sheetmetal Machine Operator                                   | 185        | 1.33                 |
| All Other Metal, Plastic Machine Setters, Set-up Operators    | 185        | 1.33                 |
| All Other Managers And Administrators                         | 180        | 1.29                 |
| All Other Hand Workers  | 180        | 1.29                 |
| Mechanical Engineers  | 175        | 1.26                 |
| Production, Planning, Expediting Clerks                       | 170        | 1.22                 |
| All Other Metal And Plastic Machine Operators And Tenders     | 150        | 1.08                 |
| Stock Clerks - Stockroom, Warehouse And Storage Yard          | 145        | 1.04                 |
| All Other Professional, Paraprofessional And Technicians      | 130        | 0.93                 |
| Financial Managers  | 125        | 0.90                 |
| Engineering, Mathematical And Natural Science Managers        | 115        | 0.82                 |
| Sheet Metal Workers   | 115        | 0.82                 |
| All Other Material Moving Equipment Operators                 | 115        | 0.82                 |
| Machine Feeders And Offbearers                                | 115        | 0.82                 |
| Hand Packers And Packagers                                    | 115        | 0.83                 |
| All Other Management Support Workers                          | 110        | 0.79                 |
| Janitors And Cleaners   | 105        | 0.75                 |
| Machinery Maintenance Mechanics                               | 105        | 0.75                 |
| Truck Drivers, Light - Including Delivery And Route Drivers   | 105        | 0.75                 |
| Truck Drivers, Heavy  | 100        | 0.72                 |
| Construction Trades, Extractive Occupations, Exc Mat Moving   | 95         | 0.68                 |
| Tool And Die Makers   | 95         | 0.68                 |



**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| General Office Clerk  | 90         | 0.65                    |
| Sales Reps, Exc Scientific And Related Products Or Services   | 85         | 0.61                    |
| All Other Sales And Related Workers                           | 80         | 0.57                    |
| First Line Supervisors - Clerical And Administrative Clerks   | 80         | 0.57                    |
| Maintenance Repairers, General Utility                        | 80         | 0.57                    |
| Punching Machine Setters And Set-up Operators, Metal, Plastic | 80         | 0.57                    |
| Electrical And Electronic Equipment Assembler                 | 80         | 0.57                    |
| Programmers - Numerical, Tool And Process Control             | 75         | 0.54                    |
| All Other Precision Workers                                   | 75         | 0.54                    |
| Grinding, Lapping, Buffing Machine Tool Setters, Set-up Ops   | 75         | 0.54                    |
| Electrical And Electronic Engineers                           | 70         | 0.50                    |
| Blue Collar Worker Supervisors                                | 70         | 0.50                    |
| Purchasing Agents - Exc Wholesale, Retail & Farm Products     | 65         | 0.47                    |
| All Other Engineering Technicians And Technologists           | 65         | 0.47                    |
| All Other Precision Woodworkers                               | 65         | 0.47                    |
| Combination Machine Tool Operators, Metal And Plastics        | 65         | 0.47                    |
| Plastic Molding, Casting Machine Operators And Tenders        | 65         | 0.47                    |
| Welders And Cutters   | 65         | 0.47                    |
| Receptionists And Information Clerks                          | 60         | 0.43                    |
| All Other Service Workers                                     | 60         | 0.43                    |
| All Other Mechanics, Installers And Repairers                 | 60         | 0.43                    |
| Drafters  | 55         | 0.39                    |
| Adjustment Clerks   | 55         | 0.40                    |
| Press, Press Brake Machine Setters, Set-up Ops, Metal, Plas   | 55         | 0.39                    |
| Numerical Control Machine Tool Operators, Tenders, Met, Plas  | 55         | 0.39                    |
| o Miscellaneous Foods And Kindred Products                    | 1140       | 100.00                  |
| Packaging And Filling Machine Operators                       | 325        | 28.51                   |
| All Other Helpers, Laborers, Movers - Hand                    | 220        | 19.30                   |
| Clerical And Administrative Support Occupations               | 115        | 10.09                   |
| Managerial And Administrative Occupations                     | 105        | 9.21                    |
| Precision Production Occupations                              | 100        | 8.77                    |
| Meat, Poultry And Fish Cutters And Trimmers - Hand            | 70         | 6.14                    |
| o Miscellaneous Publishing                                    | 1100       | 100.00                  |
| First Line Supervisors And Manager/supervisors - Sales And Re | 160        | 14.54                   |
| General Office Clerk  | 155        | 14.09                   |
| Managerial And Administrative Occupations                     | 140        | 12.73                   |
| Sales Reps, Exc Scientific And Related Products Or Services   | 140        | 12.73                   |
| Data Entry Keyers, Except Composing                           | 140        | 12.73                   |
| All Other Clerical And Administrative Support Workers         | 135        | 12.27                   |
| Management Support Occupations                                | 90         | 8.18                    |
| Computer Programmers  | 80         | 7.27                    |
| o All Other Printing And Publishing                           | 1710       | 100.00                  |
| All Other Clerical And Administrative Support Workers         | 315        | 18.42                   |
| Reporters And Correspondents                                  | 145        | 8.48                    |
| All Other Sales And Related Workers                           | 115        | 6.72                    |
| General Managers And Top Executives                           | 100        | 5.85                    |
| Typesetting And Composing Machine Operators And Tenders       | 100        | 5.85                    |
| All Other Precision Printing Workers                          | 95         | 5.56                    |
| All Other Machine Operators                                   | 90         | 5.26                    |
| All Other Professional, Paraprofessional And Technicians      | 80         | 4.68                    |
| All Other Precision Workers                                   | 75         | 4.39                    |
| All Other Transportation Workers                              | 70         | 4.09                    |
| Sales Agents, Advertising                                     | 65         | 3.80                    |
| Electronic Data Processing, Other Office Machine Occupations  | 65         | 3.80                    |
| Printing Press Machine Operators                              | 65         | 3.80                    |
| All Other Managers And Administrators                         | 60         | 3.51                    |



**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|  | Employment | Percent Distribution |
|--|------------|----------------------|
| Writers And Editors, Including Technical Writers             | 55         | 3.22                 |
| Material Recording, Scheduling, Dispatching, Distributing    | 55         | 3.22                 |
| o Chemicals And Allied Products                              | 1845       | 100.00               |
| All Other Machine Operators                                  | 355        | 19.24                |
| Managerial And Administrative Occupations                    | 205        | 11.11                |
| All Other Clerical And Administrative Support Workers        | 200        | 10.84                |
| Engineering And Related Technicians And Technologists        | 95         | 5.15                 |
| All Other Professional, Paraprofessional And Technicians     | 85         | 4.61                 |
| Sales And Related Occupations                                | 85         | 4.61                 |
| Mechanics, Installers And Repairers                          | 85         | 4.61                 |
| Precision Production Occupations                             | 85         | 4.61                 |
| Crushing, Grinding, Mixing, Blending Machine Ops And Tenders | 80         | 4.34                 |
| Plant And Systems Occupations                                | 80         | 4.34                 |
| First Line Supervisors - Production And Related              | 75         | 4.06                 |
| Chemists, Except Biochemists                                 | 70         | 3.79                 |
| Helpers, Laborers And Related                                | 60         | 3.25                 |
| Management Support Occupations                               | 55         | 2.98                 |
| Chemical Technicians, Technologists, Exc Health, Engineering | 55         | 2.98                 |
| Secretaries, Stenographers And Typists                       | 55         | 2.98                 |
| Chemical Equipment Tenders                                   | 55         | 2.98                 |
| o Leather And Leather Products                               | 1585       | 100.00               |
| All Other Machine Operators                                  | 260        | 16.40                |
| All Other Clerical And Administrative Support Workers        | 210        | 13.25                |
| All Other Helpers, Laborers, Movers - Hand                   | 175        | 11.04                |
| Shoe And Leather Workers And Repairers - Precision           | 170        | 10.73                |
| All Other Managers And Administrators                        | 125        | 7.89                 |
| All Other Precision Workers                                  | 115        | 7.26                 |
| Material Recording, Scheduling, Dispatching, Distributing    | 90         | 5.68                 |
| Machine Feeders And Offbearers                               | 80         | 5.05                 |
| General Managers And Top Executives                          | 65         | 4.10                 |
| Crushing, Grinding, Mixing, Blending Machine Ops And Tenders | 60         | 3.78                 |
| Hand Working Occupations, Including Assemblers, Fabricators  | 60         | 3.78                 |
| All Other Precision Textile And Related Workers              | 55         | 3.47                 |
| o All Other Nondurable Goods Manufacturing                   | 2355       | 100.00               |
| All Other Machine Operators                                  | 280        | 11.89                |
| Plastic Molding, Casting Machine Operators And Tenders       | 185        | 7.86                 |
| All Other Clerical And Administrative Support Workers        | 160        | 6.79                 |
| All Other Precision Workers                                  | 135        | 5.73                 |
| Sales And Related Occupations                                | 120        | 5.10                 |
| All Other Helpers, Laborers, Movers - Hand                   | 120        | 5.10                 |
| General Managers And Top Executives                          | 105        | 4.46                 |
| Cutters And Trimmers, Hand                                   | 100        | 4.25                 |
| Assemblers, Fabricators - Exc Mach, Electrcd, Electrcn, Prec | 100        | 4.25                 |
| First Line Supervisors - Production And Related              | 95         | 4.03                 |
| All Other Managers And Administrators                        | 90         | 3.82                 |
| Paper Goods Machine Setters And Set-up Operators             | 90         | 3.82                 |
| Hand Packers And Packagers                                   | 90         | 3.82                 |
| Sewing Machine Operators, Garment                            | 85         | 3.61                 |
| Mechanics, Installers And Repairers                          | 75         | 3.19                 |
| All Other Precision Food And Tobacco Workers                 | 75         | 3.19                 |
| Professional, Paraprofessional And Technical Occupations     | 65         | 2.76                 |
| Traffic, Shipping And Receiving Clerks                       | 55         | 2.33                 |
| Sewing Machine Operators, Non-garment                        | 55         | 2.33                 |
| All Other Transportation Workers                             | 55         | 2.34                 |
| Machine Feeders And Offbearers                               | 55         | 2.33                 |

**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|   |   | Employment | Percent<br>Distribution |
|---|---|------------|-------------------------|
| <b>Transportation,<br/>Communications &amp;<br/>Utilities</b> | o Trucking, Local And Long Distance                           | 1085       | 100.00                  |
|   | Truck Drivers, Heavy  | 245        | 22.58                   |
|   | Refuse Collectors   | 175        | 16.13                   |
|   | Truck Drivers, Light - Including Delivery And Route Drivers   | 165        | 15.21                   |
|   | Hand Packers And Packagers                                    | 140        | 12.90                   |
|   | Bus And Truck Mechanics And Diesel Mechanics                  | 65         | 5.99                    |
|   | Bookkeeping, Accounting, Auditing Clerks                      | 55         | 5.07                    |
|   | First Line Supervisors - Transportation And Related           | 55         | 5.07                    |
|   | All Other Helpers, Laborers, Movers - Hand                    | 55         | 5.07                    |
|   | o All Other Transportation And Public Utilities               | 3760       | 100.00                  |
|   | Bus Drivers, School   | 400        | 10.64                   |
|   | First Line Supervisors - Clerical And Administrative Clerks   | 250        | 6.65                    |
|   | All Other Professional, Paraprofessional And Technicians      | 220        | 5.85                    |
|   | Travel Agents   | 220        | 5.85                    |
|   | All Other Clerical And Administrative Support Workers         | 205        | 5.45                    |
|   | All Other Mechanics, Installers And Repairers                 | 175        | 4.65                    |
|   | General Office Clerk  | 155        | 4.12                    |
|   | Service Occupations   | 150        | 3.99                    |
|   | Emergency Medical Technicians                                 | 145        | 3.86                    |
|   | Station Installers And Repairers, Telephone                   | 125        | 3.32                    |
|   | All Power Operators   | 120        | 3.19                    |
|   | Material Recording, Scheduling, Dispatching, Distributing     | 105        | 2.79                    |
|   | First Line Supervisors - Mechanics And Repairers              | 105        | 2.79                    |
|   | Customer Service Representative, Utilities                    | 100        | 2.66                    |
|   | All Other Helpers, Laborers, Movers - Hand                    | 95         | 2.53                    |
|   | Central Office And Pbx Installers And Repairers               | 90         | 2.39                    |
|   | All Other Transportation Workers                              | 85         | 2.26                    |
|   | All Other Electric, Electronic Equip Mechs, Reprers, Instllrs | 80         | 2.13                    |
|   | Bus Drivers   | 80         | 2.13                    |
|   | Taxi Drivers And Chauffeurs                                   | 80         | 2.13                    |
|   | All Other Managers And Administrators                         | 75         | 2.00                    |
|   | Bookkeeping, Accounting, Auditing Clerks                      | 70         | 1.86                    |
|   | Mach Maintenance Mechanics, Water Or Power Generation Plant   | 70         | 1.86                    |
|   | Central Office Operators                                      | 65         | 1.73                    |
|   | Truck Drivers, Heavy  | 65         | 1.73                    |
|   | All Other Sales And Related Workers                           | 60         | 1.60                    |
|   | Industrial Truck And Tractor Operators                        | 60         | 1.60                    |
|   | Communications, Transportation, Utilities Operations Managers | 55         | 1.46                    |
|   | All Other Precision Workers                                   | 55         | 1.46                    |
|   | Stevedores, Except Equipment Operators                        | 55         | 1.46                    |
| <b>Wholesale &amp;<br/>Retail Trade</b>                       | o Machinery, Equipment And Supplies                           | 1230       | 100.00                  |
|   | All Other Clerical And Administrative Support Workers         | 180        | 14.63                   |
|   | Sales Reps, Scientific And Related Products And Services      | 175        | 14.23                   |
|   | Sales Reps, Exc Scientific And Related Products Or Services   | 140        | 11.38                   |
|   | All Other Sales And Related Workers                           | 125        | 10.16                   |
|   | General Managers And Top Executives                           | 90         | 7.32                    |
|   | Professional, Paraprofessional And Technical Occupations      | 90         | 7.32                    |
|   | All Other Mechanics, Installers And Repairers                 | 90         | 7.32                    |
|   | Material Recording, Scheduling, Dispatching, Distributing     | 70         | 5.69                    |
|   | Secretaries, Stenographers And Typists                        | 65         | 5.29                    |
|   | Precision Production Occupations                              | 55         | 4.47                    |
|   | o All Other Wholesale Trade-durable Goods                     | 1855       | 100.00                  |
|   | General Managers And Top Executives                           | 180        | 9.70                    |
|   | Sales Reps, Exc Scientific And Related Products Or Services   | 160        | 8.63                    |
|   | Sales Reps, Scientific And Related Products And Services      | 140        | 7.55                    |

**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| All Other Clerical And Administrative Support Workers         | 125        | 6.74                    |
| Professional, Paraprofessional And Technical Occupations      | 120        | 6.47                    |
| Salespersons, Parts   | 90         | 4.85                    |
| Stock Clerks - Stockroom, Warehouse And Storage Yard          | 90         | 4.85                    |
| Precision Production Occupations                              | 85         | 4.58                    |
| Secretaries, Stenographers And Typists                        | 80         | 4.31                    |
| Salespersons, Retail Trade                                    | 75         | 4.04                    |
| Helpers, Laborers And Related                                 | 75         | 4.04                    |
| Bookkeeping, Accounting, Auditing Clerks                      | 70         | 3.77                    |
| General Office Clerk  | 70         | 3.77                    |
| Mechanics, Installers And Repairers                           | 70         | 3.77                    |
| All Other Material Recording And Related Workers              | 65         | 3.50                    |
| First Line Supervisors And Manager/supervisors - Sales And Re | 60         | 3.24                    |
| First Line Supervisors - Clerical And Administrative Clerks   | 60         | 3.24                    |
| Truck Drivers, Light - Including Delivery And Route Drivers   | 60         | 3.24                    |
| All Other Material Moving Equipment Operators                 | 55         | 2.96                    |
| o Groceries And Related Supplies                              | 2485       | 100.00                  |
| Driver/sales Workers  | 265        | 10.66                   |
| All Other Helpers, Laborers, Movers - Hand                    | 230        | 9.26                    |
| All Other Clerical And Administrative Support Workers         | 210        | 8.45                    |
| All Other Food Service Workers                                | 165        | 6.64                    |
| Sales Reps, Exc Scientific And Related Products Or Services   | 150        | 6.04                    |
| Hand Packers And Packagers                                    | 140        | 5.63                    |
| Food Preparation Workers                                      | 120        | 4.83                    |
| Truck Drivers, Light - Including Delivery And Route Drivers   | 120        | 4.83                    |
| Material Recording, Scheduling, Dispatching, Distributing     | 115        | 4.63                    |
| General Office Clerk  | 95         | 3.82                    |
| Truck Drivers, Heavy  | 90         | 3.62                    |
| All Other Managers And Administrators                         | 85         | 3.42                    |
| Mechanics, Installers And Repairers                           | 85         | 3.42                    |
| General Managers And Top Executives                           | 80         | 3.22                    |
| All Other Sales And Related Workers                           | 75         | 3.02                    |
| Industrial Truck And Tractor Operators                        | 75         | 3.02                    |
| Management Support Occupations                                | 65         | 2.62                    |
| Cashiers  | 65         | 2.62                    |
| Bookkeeping, Accounting, Auditing Clerks                      | 65         | 2.62                    |
| First Line Supervisors And Manager/supervisors - Sales And Re | 55         | 2.21                    |
| o All Other Wholesale Trade-nondurable Goods                  | 1615       | 100.00                  |
| Salespersons, Retail Trade                                    | 140        | 8.67                    |
| Sales Reps, Exc Scientific And Related Products Or Services   | 135        | 8.36                    |
| All Other Clerical And Administrative Support Workers         | 115        | 7.12                    |
| General Managers And Top Executives                           | 100        | 6.19                    |
| All Other Professional, Paraprofessional And Technicians      | 100        | 6.19                    |
| General Office Clerk  | 95         | 5.88                    |
| All Other Transportation Workers                              | 85         | 5.26                    |
| Helpers, Laborers And Related                                 | 85         | 5.26                    |
| Stock Clerks - Stockroom, Warehouse And Storage Yard          | 70         | 4.33                    |
| Traffic, Shipping And Receiving Clerks                        | 70         | 4.33                    |
| Truck Drivers, Light - Including Delivery And Route Drivers   | 70         | 4.33                    |
| First Line Supervisors - Clerical And Administrative Clerks   | 65         | 4.03                    |
| Bookkeeping, Accounting, Auditing Clerks                      | 65         | 4.03                    |
| Precision Production Occupations                              | 65         | 4.03                    |
| All Other Sales And Related Workers                           | 60         | 3.71                    |
| Secretaries, Stenographers And Typists                        | 60         | 3.72                    |
| Order Fillers, Wholesale And Retail Sales                     | 60         | 3.71                    |
| First Line Supervisors And Manager/supervisors - Sales And Re | 55         | 3.41                    |
| Data Entry Keyers, Except Composing                           | 55         | 3.41                    |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| o Department Stores   | 4275       | 100.00               |
| Salespersons, Retail Trade                                    | 1595       | 37.31                |
| Cashiers  | 355        | 8.30                 |
| Stock Clerks, Sales Floor                                     | 290        | 6.78                 |
| All Other Clerical And Administrative Support Workers         | 275        | 6.43                 |
| All Other Managers And Administrators                         | 205        | 4.80                 |
| Adjustment Clerks   | 170        | 3.98                 |
| Bill And Account Collectors                                   | 165        | 3.86                 |
| Bookkeeping, Accounting, Auditing Clerks                      | 135        | 3.16                 |
| All Other Material Recording And Related Workers              | 115        | 2.69                 |
| All Other Service Workers                                     | 90         | 2.11                 |
| First Line Supervisors And Manager/supervisors - Sales And Re | 85         | 1.99                 |
| Peripheral Edp Equipment Operators                            | 85         | 1.99                 |
| Credit Authorizers  | 80         | 1.87                 |
| All Other Mechanics, Installers And Repairers                 | 80         | 1.87                 |
| General Managers And Top Executives                           | 75         | 1.75                 |
| Professional, Paraprofessional And Technical Occupations      | 75         | 1.75                 |
| Stock Clerks - Stockroom, Warehouse And Storage Yard          | 70         | 1.64                 |
| Order Clerks - Materials, Merchandise And Service             | 60         | 1.40                 |
| All Other Sales And Related Workers                           | 55         | 1.29                 |
| o Grocery Stores  | 4440       | 100.00               |
| Cashiers  | 1640       | 36.94                |
| Stock Clerks, Sales Floor                                     | 1245       | 28.04                |
| Salespersons, Retail Trade                                    | 300        | 6.76                 |
| General Managers And Top Executives                           | 205        | 4.62                 |
| All Other Sales And Related Workers                           | 205        | 4.62                 |
| Butchers And Meat Cutters                                     | 150        | 3.38                 |
| First Line Supervisors And Manager/supervisors - Sales And Re | 130        | 2.93                 |
| Dining Room, Counter And Cafe Attendants                      | 105        | 2.36                 |
| All Other Food Service Workers                                | 100        | 2.25                 |
| Hand Packers And Packagers                                    | 85         | 1.91                 |
| Counter And Rental Clerks                                     | 75         | 1.69                 |
| Bookkeeping, Accounting, Auditing Clerks                      | 65         | 1.46                 |
| Material Recording, Scheduling, Dispatching, Distributing     | 55         | 1.24                 |
| o All Other Food Stores                                       | 1765       | 100.00               |
| Salespersons, Retail Trade                                    | 575        | 32.58                |
| Cashiers  | 250        | 14.16                |
| General Managers And Top Executives                           | 170        | 9.63                 |
| Stock Clerks, Sales Floor                                     | 135        | 7.65                 |
| All Other Food Service Workers                                | 135        | 7.65                 |
| Bakers, Bread And Pastry                                      | 125        | 7.08                 |
| Waiters And Waitresses  | 105        | 5.95                 |
| Clerical And Administrative Support Occupations               | 75         | 4.25                 |
| o Motor Vehicle Dealers (new And Used)                        | 2035       | 100.00               |
| Salespersons, Retail Trade                                    | 425        | 20.89                |
| Automotive Mechanics  | 415        | 20.39                |
| All Other Clerical And Administrative Support Workers         | 150        | 7.37                 |
| Salespersons, Parts   | 125        | 6.14                 |
| Automotive Body And Related Repairers                         | 115        | 5.65                 |
| First Line Supervisors - Mechanics And Repairers              | 110        | 5.41                 |
| General Office Clerk  | 100        | 4.91                 |
| General Managers And Top Executives                           | 80         | 3.93                 |
| First Line Supervisors - Clerical And Administrative Clerks   | 75         | 3.69                 |
| Vehicle Washers And Equipment Cleaners                        | 75         | 3.69                 |
| Bookkeeping, Accounting, Auditing Clerks                      | 70         | 3.44                 |



**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|                                     |   | Employment | Percent<br>Distribution |
|-------------------------------------|---|------------|-------------------------|
|                                     | All Other Helpers, Laborers, Movers - Hand                  | 70         | 3.44                    |
|                                     | Marketing, Advertising And Related Managers                 | 55         | 2.70                    |
|                                     | All Other Sales And Related Workers                         | 55         | 2.70                    |
| o                                   | Furniture And Home Furnishing Stores                        | 1880       | 100.00                  |
|                                     | Salespersons, Retail Trade                                  | 450        | 23.94                   |
|                                     | Electric Home Appliance And Power Tool Repairers            | 215        | 11.44                   |
|                                     | General Managers And Top Executives                         | 150        | 7.98                    |
|                                     | All Other Clerical And Administrative Support Workers       | 125        | 6.65                    |
|                                     | All Other Sales And Related Workers                         | 110        | 5.85                    |
|                                     | Bookkeeping, Accounting, Auditing Clerks                    | 80         | 4.25                    |
|                                     | All Other Mechanics, Installers And Repairers               | 80         | 4.25                    |
|                                     | General Office Clerk  | 75         | 3.99                    |
|                                     | Stock Clerks - Stockroom, Warehouse And Storage Yard        | 75         | 3.99                    |
|                                     | Stock Clerks, Sales Floor                                   | 70         | 3.72                    |
|                                     | Truck Drivers, Light - Including Delivery And Route Drivers | 70         | 3.72                    |
|                                     | Precision Production Occupations                            | 65         | 3.46                    |
|                                     | Professional, Paraprofessional And Technical Occupations    | 60         | 3.19                    |
|                                     | First Line Supervisors - Clerical And Administrative Clerks | 60         | 3.19                    |
|                                     | Dispatchers - Except Police, Fire And Ambulance             | 60         | 3.19                    |
|                                     | Helpers, Laborers And Related                               | 55         | 2.93                    |
| o                                   | Eating And Drinking Places                                  | 13985      | 100.00                  |
|                                     | Waiters And Waitresses                                      | 4050       | 28.96                   |
|                                     | All Other Food Service Workers                              | 1910       | 13.66                   |
|                                     | Cooks, Restaurant   | 980        | 7.01                    |
|                                     | Cashiers  | 965        | 6.90                    |
|                                     | Food Preparation Workers                                    | 925        | 6.61                    |
|                                     | Cooks, Speciality Fast Food And Fast Food                   | 895        | 6.40                    |
|                                     | Bartenders  | 820        | 5.86                    |
|                                     | Dining Room, Counter And Cafe Attendants                    | 695        | 4.97                    |
|                                     | General Managers And Top Executives                         | 450        | 3.22                    |
|                                     | Hosts And Hostesses   | 445        | 3.18                    |
|                                     | Food Service And Lodging Managers                           | 340        | 2.43                    |
|                                     | First Line Supervisors - Service                            | 275        | 1.97                    |
|                                     | Driver/sales Workers  | 195        | 1.39                    |
|                                     | Bookkeeping, Accounting, Auditing Clerks                    | 130        | 0.93                    |
|                                     | All Other Clerical And Administrative Support Workers       | 125        | 0.89                    |
|                                     | First Line Supervisors - Clerical And Administrative Clerks | 90         | 0.64                    |
|                                     | Janitors And Cleaners                                       | 80         | 0.57                    |
|                                     | Accountants And Auditors                                    | 75         | 0.54                    |
|                                     | All Other Professional, Paraprofessional And Technicians    | 75         | 0.54                    |
|                                     | Stock Clerks, Sales Floor                                   | 65         | 0.47                    |
|                                     | All Other Transportation Workers                            | 65         | 0.47                    |
|                                     | All Other Sales And Related Workers                         | 60         | 0.43                    |
|                                     | General Office Clerk  | 55         | 0.39                    |
|                                     | Coin And Vending Machine Servicers                          | 55         | 0.39                    |
| Finance, Insurance &<br>Real Estate | o Commercial And Stock Savings Banks                        | 1455       | 100.00                  |
|                                     | Tellers   | 510        | 35.05                   |
|                                     | All Other Clerical And Administrative Support Workers       | 295        | 20.28                   |
|                                     | Financial Managers  | 125        | 8.59                    |
|                                     | New Accounts Clerks   | 120        | 8.25                    |
|                                     | Loan Officers And Counselors                                | 100        | 6.87                    |
|                                     | All Other Managers And Administrators                       | 75         | 5.16                    |
|                                     | First Line Supervisors - Clerical And Administrative Clerks | 75         | 5.16                    |
|                                     | Loan And Credit Clerks                                      | 70         | 4.81                    |
|                                     | All Other Management Support Workers                        | 60         | 4.12                    |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| o Mutual Savings Banks  | 1475       | 100.00                  |
| Tellers   | 520        | 35.25                   |
| All Other Clerical And Administrative Support Workers         | 295        | 20.00                   |
| First Line Supervisors - Clerical And Administrative Clerks   | 90         | 6.10                    |
| New Accounts Clerks   | 90         | 6.10                    |
| Financial Managers  | 75         | 5.08                    |
| Loan And Credit Clerks  | 75         | 5.09                    |
| o Insurance Carriers  | 1140       | 100.00                  |
| All Other Clerical And Administrative Support Workers         | 240        | 21.05                   |
| Sales Agents And Placers, Insurance                           | 130        | 11.40                   |
| Insurance Claims Clerks                                       | 110        | 9.65                    |
| All Other Management Support Workers                          | 95         | 8.33                    |
| Managerial And Administrative Occupations                     | 85         | 7.46                    |
| First Line Supervisors - Clerical And Administrative Clerks   | 85         | 7.46                    |
| Adjusters, Examiners, Investigators                           | 70         | 6.14                    |
| Secretaries   | 65         | 5.70                    |
| General Office Clerk  | 65         | 5.70                    |
| Underwriters  | 55         | 4.83                    |
| Electronic Data Processing, Other Office Machine Occupations  | 55         | 4.82                    |
| o Real Estate   | 1275       | 100.00                  |
| Maintenance Repairers, General Utility                        | 155        | 12.16                   |
| Property And Real Estate Managers And Administrators          | 120        | 9.41                    |
| General Managers And Top Executives                           | 105        | 8.23                    |
| Brokers And Sales Agents, Real Estate                         | 100        | 7.84                    |
| Secretaries, Stenographers And Typists                        | 95         | 7.45                    |
| Bookkeeping, Accounting, Auditing Clerks                      | 90         | 7.06                    |
| All Other Sales And Related Workers                           | 85         | 6.67                    |
| All Other Clerical And Administrative Support Workers         | 85         | 6.67                    |
| Gardners And Groundskeepers, Except Farm                      | 85         | 6.67                    |
| Professional, Paraprofessional And Technical Occupations      | 75         | 5.88                    |
| Financial Managers  | 65         | 5.10                    |
| General Office Clerk  | 65         | 5.10                    |
| Construction Trades, Extractive Occupations, Exc Mat Moving   | 60         | 4.71                    |
| Cleaning, Building Service Occupations, Exc Private Househlds | 55         | 4.31                    |
| o All Other Finance, Insurance And Real Estate                | 1580       | 100.00                  |
| Tellers   | 190        | 12.03                   |
| All Other Clerical And Administrative Support Workers         | 170        | 10.76                   |
| Insurance Policy Processing Clerks                            | 135        | 8.54                    |
| General Managers And Top Executives                           | 125        | 7.91                    |
| Secretaries, Stenographers And Typists                        | 125        | 7.91                    |
| Financial Managers  | 115        | 7.28                    |
| First Line Supervisors - Clerical And Administrative Clerks   | 90         | 5.70                    |
| Bookkeeping, Accounting, Auditing Clerks                      | 80         | 5.06                    |
| General Office Clerk  | 80         | 5.06                    |
| Sales Agents And Placers, Insurance                           | 75         | 4.75                    |
| All Other Financial Specialists                               | 65         | 4.11                    |
| All Other Sales Representatives, Service                      | 65         | 4.11                    |
| Loan And Credit Clerks  | 65         | 4.11                    |
| Underwriters  | 60         | 3.80                    |
| All Other Professional, Paraprofessional And Technicians      | 55         | 3.48                    |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|                       |   | Employment | Percent<br>Distribution |
|-----------------------|---|------------|-------------------------|
| Service<br>Industries | o Hotels, Motels And Tourist Courts                         | 1680       | 100.00                  |
|                       | Janitors And Cleaners, Including Housekeepers And Maids     | 440        | 26.19                   |
|                       | Hotel Desk Clerks   | 210        | 12.50                   |
|                       | Waiters And Waitresses                                      | 200        | 11.91                   |
|                       | Food Preparation Workers                                    | 100        | 5.95                    |
|                       | Bartenders  | 95         | 5.65                    |
|                       | Cooks, Restaurant   | 85         | 5.06                    |
|                       | All Other Food Service Workers                              | 80         | 4.76                    |
|                       | All Other Service Workers                                   | 75         | 4.46                    |
|                       | All Other Managers And Administrators                       | 70         | 4.17                    |
|                       | Maintenance Repairers, General Utility                      | 65         | 3.87                    |
|                       | General Managers And Top Executives                         | 60         | 3.57                    |
|                       | All Other Clerical And Administrative Support Workers       | 60         | 3.57                    |
|                       | o Personal Services   | 2205       | 100.00                  |
|                       | Cosmetologists And Related                                  | 520        | 23.58                   |
|                       | All Other Service Workers                                   | 245        | 11.11                   |
|                       | Laundry And Drycleaning Machine Operators                   | 245        | 11.11                   |
|                       | Counter And Rental Clerks                                   | 195        | 8.84                    |
|                       | Clerical And Administrative Support Occupations             | 140        | 6.35                    |
|                       | College And University Faculty                              | 120        | 5.44                    |
|                       | Cashiers  | 105        | 4.76                    |
|                       | General Managers And Top Executives                         | 100        | 4.54                    |
|                       | Helpers, Laborers And Related                               | 95         | 4.31                    |
|                       | Pressing Machine Operators, Textile                         | 80         | 3.63                    |
|                       | All Other Precision Textile And Related Workers             | 75         | 3.40                    |
|                       | All Other Transportation Workers                            | 70         | 3.18                    |
|                       | All Other Precision Workers                                 | 60         | 2.72                    |
|                       | Sales Reps, Exc Scientific And Related Products Or Services | 55         | 2.49                    |
|                       | o Services To Dwellings And Other Buildings                 | 1540       | 100.00                  |
|                       | Janitors And Cleaners                                       | 785        | 50.98                   |
|                       | All Other Cleaning And Building Service Workers             | 275        | 17.86                   |
|                       | Janitors And Cleaners, Including Housekeepers And Maids     | 195        | 12.66                   |
|                       | Maintenance Repairers, General Utility                      | 70         | 4.55                    |
|                       | General Managers And Top Executives                         | 65         | 4.22                    |
|                       | Clerical And Administrative Support Occupations             | 55         | 3.57                    |
|                       | o Miscellaneous Business Services                           | 2425       | 100.00                  |
|                       | Guards And Watch Guards                                     | 580        | 23.92                   |
|                       | All Other Professional, Paraprofessional And Technicians    | 195        | 8.04                    |
|                       | All Other Clerical And Administrative Support Workers       | 160        | 6.60                    |
|                       | All Other Managers And Administrators                       | 130        | 5.36                    |
|                       | Engineers   | 130        | 5.36                    |
|                       | Secretaries   | 125        | 5.15                    |
|                       | General Managers And Top Executives                         | 120        | 4.95                    |
|                       | Physical Scientists   | 120        | 4.95                    |
|                       | All Other Sales And Related Workers                         | 115        | 4.74                    |
|                       | Counter And Rental Clerks                                   | 110        | 4.54                    |
|                       | Management Support Occupations                              | 95         | 3.92                    |
|                       | First Line Supervisors - Clerical And Administrative Clerks | 85         | 3.50                    |
|                       | Interview Clerks, Except Personnel And Welfare              | 70         | 2.89                    |
|                       | Engineering And Related Technicians And Technologists       | 60         | 2.47                    |
|                       | Computer Programmers  | 60         | 2.47                    |
|                       | Financial Managers  | 55         | 2.27                    |
|                       | Bill And Account Collectors                                 | 55         | 2.27                    |
|                       | Data Entry Keyers, Except Composing                         | 55         | 2.27                    |

**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|  | Employment | Percent<br>Distribution |
|--|------------|-------------------------|
| o All Other Business Services                            | 2360       | 100.00                  |
| All Other Professional, Paraprofessional And Technicians | 200        | 8.47                    |
| Electrical And Electronic Engineers                      | 175        | 7.41                    |
| Secretaries, Stenographers And Typists                   | 140        | 5.93                    |
| All Other Clerical And Administrative Support Workers    | 130        | 5.51                    |
| General Managers And Top Executives                      | 115        | 4.87                    |
| Typists And Word Processors                              | 115        | 4.87                    |
| All Other Sales And Related Workers                      | 105        | 4.45                    |
| All Other Managers And Administrators                    | 100        | 4.24                    |
| General Office Clerk                                     | 100        | 4.24                    |
| Computer Programmers                                     | 85         | 3.60                    |
| Helpers, Laborers And Related                            | 85         | 3.60                    |
| Machine Setters, Set-up Operators, Operators And Tenders | 75         | 3.18                    |
| Engineering, Mathematical And Natural Science Managers   | 70         | 2.97                    |
| Sales Occupations, Services                              | 70         | 2.97                    |
| All Other Office Machine Operators                       | 70         | 2.97                    |
| All Other Service Workers                                | 70         | 2.97                    |
| Management Support Occupations                           | 65         | 2.75                    |
| Nurse Aides, Orderlies And Attendants                    | 65         | 2.75                    |
| Billing, Cost And Rate Clerks                            | 60         | 2.54                    |
| Stock Clerks - Stockroom, Warehouse And Storage Yard     | 60         | 2.54                    |
| Engineering And Related Technicians And Technologists    | 55         | 2.33                    |
| Bill And Account Collectors                              | 55         | 2.33                    |
| o Auto Repair, Services And Garages                      | 1005       | 100.00                  |
| Automotive Body And Related Repairers                    | 305        | 30.35                   |
| Clerical And Administrative Support Occupations          | 140        | 13.93                   |
| Automotive Mechanics                                     | 90         | 8.96                    |
| All Other Transportation Workers                         | 90         | 8.96                    |
| Machinists   | 80         | 7.96                    |
| General Managers And Top Executives                      | 65         | 6.47                    |
| Sales And Related Occupations                            | 60         | 5.97                    |
| Vehicle Washers And Equipment Cleaners                   | 60         | 5.97                    |
| o Miscellaneous Amusement And Recreation Services        | 1330       | 100.00                  |
| Guards And Watch Guards                                  | 155        | 11.65                   |
| Cashiers   | 145        | 10.90                   |
| Maintenance Repairers, General Utility                   | 140        | 10.53                   |
| Waiters And Waitresses                                   | 125        | 9.40                    |
| All Other Food Service Workers                           | 125        | 9.40                    |
| Gardners And Groundskeepers, Except Farm                 | 110        | 8.27                    |
| Managerial And Administrative Occupations                | 95         | 7.14                    |
| Clerical And Administrative Support Occupations          | 90         | 6.77                    |
| Food Preparation Workers                                 | 90         | 6.77                    |
| All Other Service Workers                                | 65         | 4.89                    |
| Instructors And Coaches, Sports                          | 60         | 4.51                    |
| All Other Professional, Paraprofessional And Technicians | 50         | 3.76                    |
| Bartenders   | 50         | 3.76                    |
| o Office Of Physicians                                   | 1950       | 100.00                  |
| Radiologic Technicians                                   | 1115       | 57.18                   |
| All Other Clerical And Administrative Support Workers    | 155        | 7.95                    |
| Medical Secretaries                                      | 140        | 7.18                    |
| Receptionists And Information Clerks                     | 135        | 6.92                    |
| All Other Health Professionals And Others                | 100        | 5.13                    |
| Registered Nurses  | 75         | 3.85                    |
| All Other Health Servicers                               | 55         | 2.82                    |



**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|   | Employment | Percent<br>Distribution |
|---|------------|-------------------------|
| o Office Of Dentists  | 1060       | 100.00                  |
| Dental Assistants   | 300        | 28.30                   |
| Dentists  | 260        | 24.53                   |
| Dental Hygienists   | 160        | 15.09                   |
| Medical Secretaries   | 145        | 13.68                   |
| Managerial And Administrative Occupations                     | 80         | 7.55                    |
| Receptionists And Information Clerks                          | 65         | 6.13                    |
| All Other Clerical And Administrative Support Workers         | 50         | 4.72                    |
| o Nursing And Personal Care Facilities                        | 3050       | 100.00                  |
| Nurse Aides, Orderlies And Attendants                         | 1145       | 37.54                   |
| Licensed Practical Nurses                                     | 325        | 10.66                   |
| Food Preparation Workers                                      | 235        | 7.71                    |
| Janitors And Cleaners, Including Housekeepers And Maids       | 180        | 5.90                    |
| Registered Nurses   | 145        | 4.75                    |
| Cooks, Institution Or Cafe                                    | 130        | 4.26                    |
| All Other Managers And Administrators                         | 125        | 4.10                    |
| Laundry And Drycleaning Machine Operators                     | 110        | 3.61                    |
| Janitors And Cleaners   | 90         | 2.95                    |
| All Other Professional, Paraprofessional And Technicians      | 75         | 2.46                    |
| All Other Health Servicers                                    | 75         | 2.46                    |
| All Other Health Professionals And Others                     | 70         | 2.29                    |
| Bookkeeping, Accounting, Auditing Clerks                      | 65         | 2.13                    |
| Waiters And Waitresses  | 60         | 1.97                    |
| Maintenance Repairers, General Utility                        | 55         | 1.80                    |
| Medical And Health Service Managers                           | 50         | 1.64                    |
| Recreational Therapists                                       | 50         | 1.64                    |
| All Other Clerical And Administrative Support Workers         | 50         | 1.64                    |
| o Hospitals   | 7520       | 100.00                  |
| Registered Nurses   | 1825       | 24.27                   |
| Nurse Aides, Orderlies And Attendants                         | 620        | 8.24                    |
| Licensed Practical Nurses                                     | 410        | 5.45                    |
| All Other Health Professionals And Others                     | 335        | 4.45                    |
| Psychiatric Aides   | 235        | 3.12                    |
| Janitors And Cleaners, Including Housekeepers And Maids       | 235        | 3.12                    |
| All Other Managers And Administrators                         | 220        | 2.93                    |
| General Office Clerk  | 220        | 2.93                    |
| All Other Clerical And Administrative Support Workers         | 210        | 2.79                    |
| Medical And Clinical Laboratory Technologists And Technicians | 205        | 2.73                    |
| All Other Health Servicers                                    | 190        | 2.53                    |
| Radiologic Technicians  | 175        | 2.33                    |
| All Other Therapists  | 145        | 1.93                    |
| Secretaries   | 145        | 1.93                    |
| All Other Food Service Workers                                | 145        | 1.93                    |
| All Other Professional, Paraprofessional And Technicians      | 130        | 1.73                    |
| Medical And Health Service Managers                           | 125        | 1.66                    |
| Medical Secretaries   | 125        | 1.66                    |
| Social Workers, Medical And Non-medical                       | 115        | 1.53                    |
| Respiratory Therapists  | 105        | 1.40                    |
| Billing, Cost And Rate Clerks                                 | 105        | 1.40                    |
| Interview Clerks, Except Personnel And Welfare                | 100        | 1.33                    |
| Food Preparation Workers                                      | 100        | 1.33                    |
| All Other Service Workers                                     | 100        | 1.33                    |
| General Managers And Top Executives                           | 95         | 1.26                    |
| Switchboard Operator  | 95         | 1.26                    |
| Waiters And Waitresses  | 95         | 1.26                    |
| Typists And Word Processors                                   | 90         | 1.20                    |

**Table C:**  
**Southern Essex**  
**Employment in**  
**Selected Industries**  
**by Occupation**

|   | Employment | Percent Distribution |
|---|------------|----------------------|
| Janitors And Cleaners   | 90         | 1.20                 |
| Physicians And Surgeons                                       | 85         | 1.13                 |
| Receptionists And Information Clerks                          | 70         | 0.93                 |
| Bookkeeping, Accounting, Auditing Clerks                      | 70         | 0.93                 |
| Material Recording, Scheduling, Dispatching, Distributing     | 65         | 0.86                 |
| Management Support Occupations                                | 60         | 0.80                 |
| Electronic Data Processing, Other Office Machine Occupations  | 60         | 0.80                 |
| First Line Supervisors - Clerical And Administrative Clerks   | 55         | 0.73                 |
| Mechanics, Installers And Repairers                           | 55         | 0.73                 |
| Construction Trades, Extractive Occupations, Exc Mat Moving   | 55         | 0.73                 |
| o All Other Health Services                                   | 2095       | 100.00               |
| Home Health Aides   | 280        | 13.37                |
| All Other Clerical And Administrative Support Workers         | 255        | 12.17                |
| Registered Nurses   | 250        | 11.93                |
| All Other Health Professionals And Others                     | 215        | 10.26                |
| All Other Professional, Paraprofessional And Technicians      | 175        | 8.35                 |
| Medical And Clinical Laboratory Technologists And Technicians | 120        | 5.73                 |
| Social Workers, Medical And Non-medical                       | 105        | 5.01                 |
| All Other Managers And Administrators                         | 95         | 4.54                 |
| All Other Service Workers                                     | 85         | 4.06                 |
| Medical And Health Service Managers                           | 75         | 3.58                 |
| General Managers And Top Executives                           | 75         | 3.58                 |
| Secretaries, Stenographers And Typists                        | 75         | 3.58                 |
| Physicians And Surgeons                                       | 70         | 3.34                 |
| Nurse Aides, Orderlies And Attendants                         | 65         | 3.10                 |
| All Other Health Servicers                                    | 60         | 2.86                 |
| o Elementary And Secondary Schools                            | 7805       | 100.00               |
| Teachers, Secondary School                                    | 1665       | 21.33                |
| Teachers, Elementary  | 1125       | 14.41                |
| Teachers, Special Education                                   | 690        | 8.84                 |
| Teacher Aides, Paraprofessional                               | 540        | 6.92                 |
| Janitors And Cleaners   | 410        | 5.25                 |
| Education Administrators                                      | 315        | 4.04                 |
| Food Preparation Workers                                      | 290        | 3.72                 |
| All Other Teachers And Related Workers                        | 250        | 3.20                 |
| All Other Clerical And Administrative Support Workers         | 190        | 2.43                 |
| All Other Health Professionals And Others                     | 165        | 2.11                 |
| All Other Professional, Paraprofessional And Technicians      | 165        | 2.11                 |
| Secretaries, Stenographers And Typists                        | 155        | 1.99                 |
| All Other Service Workers                                     | 140        | 1.79                 |
| All Other Protective Services                                 | 135        | 1.73                 |
| College And University Faculty                                | 125        | 1.60                 |
| Vocational And Educational Counselors                         | 120        | 1.54                 |
| Athletes, Coaches, Umpires And Related                        | 120        | 1.54                 |
| Teacher Aides And Education Assistants                        | 120        | 1.54                 |
| Teachers, Preschool And Kindergarden                          | 115        | 1.47                 |
| Cooks, Institution Or Cafe                                    | 115        | 1.47                 |
| General Office Clerk  | 110        | 1.41                 |
| Instructors And Coaches, Sports                               | 80         | 1.03                 |
| Nurse Aides, Orderlies And Attendants                         | 75         | 0.96                 |
| Instructors, Nonvocational Education                          | 70         | 0.90                 |
| Registered Nurses   | 70         | 0.90                 |
| Social Workers, Medical And Non-medical                       | 65         | 0.83                 |
| Crossing Guards   | 60         | 0.77                 |
| Bus Drivers, School   | 60         | 0.77                 |
| Dining Room, Counter And Cafe Attendants                      | 55         | 0.71                 |
| Maintenance Repairers, General Utility                        | 55         | 0.70                 |

**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|                   |   | Employment | Percent<br>Distribution |
|-------------------|---|------------|-------------------------|
|                   | o Social Services   | 2985       | 100.00                  |
|                   | Social Workers, Medical And Non-medical                       | 270        | 9.05                    |
|                   | Social Welfare Service Aides                                  | 250        | 8.38                    |
|                   | All Other Managers And Administrators                         | 235        | 7.87                    |
|                   | Teachers, Preschool And Kindergarden                          | 215        | 7.20                    |
|                   | All Other Clerical And Administrative Support Workers         | 180        | 6.03                    |
|                   | Secretaries, Stenographers And Typists                        | 165        | 5.53                    |
|                   | General Managers And Top Executives                           | 160        | 5.36                    |
|                   | Social Service Technicians                                    | 145        | 4.86                    |
|                   | All Other Professional, Paraprofessional And Technicians      | 145        | 4.86                    |
|                   | Child Care Workers  | 130        | 4.36                    |
|                   | Registered Nurses   | 120        | 4.02                    |
|                   | Nurse Aides, Orderlies And Attendants                         | 110        | 3.68                    |
|                   | Teacher Aides And Education Assistants                        | 105        | 3.52                    |
|                   | All Other Service Workers                                     | 100        | 3.35                    |
|                   | Vocational And Educational Counselors                         | 90         | 3.01                    |
|                   | Cleaning, Building Service Occupations, Exc Private Househlds | 80         | 2.68                    |
|                   | All Other Health Professionals And Others                     | 75         | 2.51                    |
|                   | Home Health Aides   | 75         | 2.51                    |
|                   | All Other Teachers And Related Workers                        | 70         | 2.34                    |
|                   | Bookkeeping, Accounting, Auditing Clerks                      | 65         | 2.18                    |
|                   | Cooks, Institution Or Cafe                                    | 65         | 2.18                    |
|                   | First Line Supervisors - Service                              | 55         | 1.84                    |
| <b>Government</b> | o State Government, Except Education And Hospitals            | 1580       | 100.00                  |
|                   | Helpers, Laborers And Related                                 | 565        | 35.76                   |
|                   | Computer Operators, Except Peripheral Equipment               | 175        | 11.08                   |
|                   | Cashiers  | 170        | 10.76                   |
|                   | All Other Service Workers                                     | 150        | 9.49                    |
|                   | Hand Working Occupations, Including Assemblers, Fabricators   | 95         | 6.01                    |
|                   | All Other Transportation Workers                              | 95         | 6.01                    |
|                   | All Other Clerical And Administrative Support Workers         | 85         | 5.38                    |
|                   | Maintenance Repairers, General Utility                        | 85         | 5.38                    |
|                   | Mach Maintenance Mechanics, Water Or Power Generation Plant   | 55         | 3.48                    |
|                   | o Local Government, Except Education And Hospitals            | 5590       | 100.00                  |
|                   | Maintenance Repairers, General Utility                        | 580        | 10.38                   |
|                   | Administrative Service Managers                               | 530        | 9.48                    |
|                   | Fire Fighters   | 430        | 7.69                    |
|                   | Police Detectives And Investigators                           | 385        | 6.89                    |
|                   | Helpers, Laborers And Related                                 | 315        | 5.64                    |
|                   | General Office Clerk  | 290        | 5.19                    |
|                   | Secretaries, Stenographers And Typists                        | 235        | 4.21                    |
|                   | Highway Maintenance Workers                                   | 235        | 4.20                    |
|                   | Pub Admin Chief Executives, Legisltors, Genral Administrators | 220        | 3.94                    |
|                   | Assessors   | 200        | 3.58                    |
|                   | Bookkeeping, Accounting, Auditing Clerks                      | 165        | 2.95                    |
|                   | All Other Professional, Paraprofessional And Technicians      | 135        | 2.42                    |
|                   | All Other Clerical And Administrative Support Workers         | 130        | 2.33                    |
|                   | Financial Managers  | 120        | 2.15                    |
|                   | Construction And Building Inspectors                          | 110        | 1.97                    |
|                   | Water And Liquid Waste Treatment Plant And System Operators   | 110        | 1.97                    |
|                   | All Other Managers And Administrators                         | 100        | 1.79                    |
|                   | Cleaning, Building Service Occupations, Exc Private Househlds | 95         | 1.70                    |
|                   | Painters, Paperhangers, Construction And Maintenance          | 95         | 1.70                    |
|                   | All Other Management Support Workers                          | 90         | 1.61                    |
|                   | All Other Service Workers                                     | 90         | 1.61                    |
|                   | Fire Fighting And Prevention Supervisors                      | 85         | 1.52                    |
|                   | Municipal Clerks  | 75         | 1.34                    |

**Table C:  
Southern Essex  
Employment in  
Selected Industries  
by Occupation**

|   | <b>Employment</b> | <b>Percent<br/>Distribution</b> |
|---|-------------------|---------------------------------|
| All Other Protective Services                               | 70                | 1.25                            |
| Librarians, Professional                                    | 65                | 1.16                            |
| Library Assistants And Bookmobile Drivers                   | 65                | 1.16                            |
| Agricultural, Forestry, Fishing And Related Occupations     | 65                | 1.16                            |
| Blue Collar Worker Supervisors                              | 65                | 1.16                            |
| Accountants And Auditors                                    | 60                | 1.07                            |
| Civil Engineers, Including Traffic Engineers                | 60                | 1.07                            |
| Emergency Medical Technicians                               | 60                | 1.07                            |
| Technical Assistants, Library                               | 55                | 0.98                            |
| First Line Supervisors - Clerical And Administrative Clerks | 55                | 0.98                            |
| Dispatchers - Police, Fire, Ambulance                       | 55                | 0.98                            |
| Precision Production Occupations                            | 55                | 0.98                            |



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# Notes About the Data

Employment surveys frequently differ in concept and definition and thus make understanding and interpreting the data more difficult. Therefore, it is important to know how data are obtained in order to know how best to use them. The industry and occupational employment data presented in these SDA reports count jobs and are collected from surveys of Massachusetts establishments. Individuals who hold more than one job are counted at each place they work. This section presents more detail explanations of the data published in the tables.

## Industry Employment Data

Industry employment data presented in Tables 2, 3, and C, and the top ten industries in Section II are derived from the Employment and Wage Program. Industries covered in this program are defined in terms of the Standard Industrial Classification (SIC) system. The SIC separates establishments' economic activities into broad sectors (manufacturing, construction, retail trade, services, etc.). Each sector is further divided into major groups (2 digit SIC), then into industry groups (3 digit SIC) and finally into industries (4 digit SIC). Revisions to the SIC are made periodically to reflect the economy's changing industrial structure. In 1987, the SIC was revised, taking into account technological changes; institutional changes

such as deregulation in the banking, communications, and transportation industries; and the tremendous expansion in the service sector that occurred since 1972.

Some of the industry employment tables presented in these SDA reports are based on the old 1972 SIC, while others are based on the 1987 SIC revision. Industry employment data in Table 3 and the top ten industries are based on 1989 data and the 1987 SIC revision. Data from 1984 to 1989, showing the average annual employment change, net change and percent change in Table 2 are based on both the 1972 SIC and 1977 supplement, and the 1987 SIC revision. Data from 1984-1987 and 1988-1989 are based on different SICs and therefore, are not strictly comparable. However, since there were no changes to the SIC at the sector level, these measures of the SDA's industry employment change present no significant comparability problems.

Table C, presenting detailed industry employment by occupation, is derived from the Occupational Employment Statistics Survey. Industry employment is based on 1987 data and the 1972 SIC and the 1977 supplement. Staffing patterns presented in Table C are published for approximately 25 industries with a thousand or more workers.

Industry staffing patterns are presented for 2 and 3 digit industries, and major groupings of industries such as durable and nondurable goods industries. Industry staffing patterns that could violate employer confidentiality are collapsed into residual industries within the sector. As a result not all residual industries are strictly comparable across all SDAs.

## Occupational Employment Data

Occupational employment estimates presented in these SDA reports are derived from data collected by the Occupational Employment Statistic (OES) program. OES data are obtained from surveys of employment by occupation for over 300 industries. Employers include both part-time and full-time workers for the payroll periods on the 12th of April, May, and June.

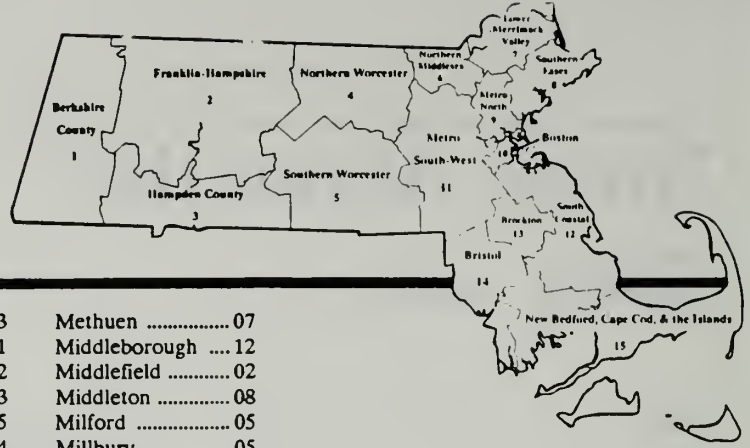
The classification systems used in this survey were the Standard Occupational Classification (SOC) system and the 1972 SIC. The SOC was used to develop the definitions of the occupations included and the 1972 SIC was used to define the industries.

Occupational data in these SDA reports are not strictly comparable to those published in the Current Population Survey (CPS), a monthly survey of approximately 59,500 individuals conducted by the U.S. Bureau of the Census. Primarily because of the two surveys' differences in concepts and classification systems (for example, the CPS counts individuals whereas the OES survey is a count of jobs, therefore, individuals who hold more than one job are counted differently in the two surveys,) employment comparisons should not be made between the two.

Comparisons can be made for large occupations among the SDAs and between individual SDAs and the state. In general, however, it is important to remember that the occupational estimates published in this report are intended to be used as a guide to local job markets, and should not be viewed as precise estimates.

# Appendix

## Cities & Towns In Massachusetts Service Delivery Areas



|                       |                           |                       |                             |                       |                         |
|-----------------------|---------------------------|-----------------------|-----------------------------|-----------------------|-------------------------|
| A                     | Clarksburg ..... 01       | Hampden ..... 03      | Methuen ..... 07            |                       |                         |
| Abington ..... 13     | Clinton ..... 04          | Hancock ..... 01      | Middleborough ..... 12      |                       |                         |
| Acton ..... 11        | Cohasset ..... 12         | Hanover ..... 12      | Middlefield ..... 02        |                       |                         |
| Acushnet ..... 15     | Colrain ..... 02          | Hanson ..... 13       | Middleton ..... 08          |                       |                         |
| Adams ..... 01        | Concord ..... 11          | Hardwick ..... 05     | Milford ..... 05            |                       |                         |
| Agawam ..... 03       | Conway ..... 02           | Harvard ..... 04      | Millbury ..... 05           |                       |                         |
| Alford ..... 01       | Cummington ..... 02       | Harwich ..... 15      | Millis ..... 11             |                       |                         |
| Amesbury ..... 07     |                           | Hatfield ..... 02     | Millville ..... 05          | Provincetown ..... 15 | Tisbury ..... 15        |
| Amherst ..... 02      | D                         | Haverhill ..... 07    | Milton ..... 12             |                       | Tolland ..... 03        |
| Andover ..... 07      | Dalton ..... 01           | Hawley ..... 02       | Monroe ..... 02             | Q & R                 | Topsfield ..... 08      |
| Arlington ..... 09    | Danvers ..... 08          | Heath ..... 02        | Monson ..... 03             | Quincy ..... 12       | Townsend ..... 04       |
| Ashburnham ..... 04   | Dartmouth ..... 15        | Hingham ..... 12      | Montague ..... 02           | Randolph ..... 12     | Truro ..... 15          |
| Ashby ..... 04        | Dedham ..... 11           | Hinsdale ..... 01     | Monterey ..... 01           | Raynham ..... 14      | Tyngsborough ..... 06   |
| Ashfield ..... 02     | Deerfield ..... 02        | Holbrook ..... 12     | Montgomery ..... 03         | Reading ..... 09      | Tyringham ..... 01      |
| Ashland ..... 11      | Dennis ..... 15           | Holden ..... 05       | Mt. Washington ..... 01     | Rehoboth ..... 14     |                         |
| Athol ..... 02        | Dighton ..... 14          | Holland ..... 03      |                             | Revere ..... 09       | U                       |
| Attleboro ..... 14    | Douglas ..... 05          | Holliston ..... 11    | N                           | Richmond ..... 01     | Upton ..... 05          |
| Auburn ..... 05       | Dover ..... 11            | Holyoke ..... 03      | Nahant ..... 08             | Rochester ..... 15    | Uxbridge ..... 05       |
| Avon ..... 13         | Dracut ..... 06           | Hopedale ..... 05     | Nantucket ..... 15          | Rockland ..... 12     |                         |
| Ayer ..... 04         | Dudley ..... 05           | Hopkinton ..... 11    | Natick ..... 11             | Rockport ..... 08     | W & Y                   |
|                       | Dunstable ..... 06        | Hubbardston ..... 04  | Needham ..... 11            | Rowe ..... 02         | Wakefield ..... 09      |
| B                     | Duxbury ..... 12          | Hudson ..... 11       | New Ashford ..... 01        | Rowley ..... 07       | Wales ..... 03          |
| Barnstable ..... 15   | E                         | Hull ..... 12         | New Bedford ..... 15        | Royalston ..... 02    | Walpole ..... 11        |
| Barre ..... 04        | East Bridgewater ..... 13 | Huntington ..... 02   | New Braintree ..... 05      | Russell ..... 03      | Waltham ..... 11        |
| Becket ..... 01       | East Brookfield ..... 05  | I & K                 | New Marlborough ..... 01    | Rutland ..... 05      | Ware ..... 02           |
| Bedford ..... 11      | East Longmeadow ..... 03  | Ipswich ..... 08      | New Salem ..... 02          |                       | Wareham ..... 15        |
| Belchertown ..... 02  | Eastham ..... 15          | Kingston ..... 12     | Newbury ..... 07            | S                     | Warren ..... 05         |
| Bellingham ..... 11   | Easthampton ..... 02      |                       | Newburyport ..... 07        | Salem ..... 08        | Warwick ..... 02        |
| Belmont ..... 09      | Easton ..... 13           | L                     | Newton ..... 11             | Salisbury ..... 07    | Washington ..... 01     |
| Berkley ..... 14      | Edgartown ..... 15        | Lakeville ..... 15    | Norfolk ..... 11            | Sandisfield ..... 01  | Watertown ..... 09      |
| Berlin ..... 04       | Egremont ..... 01         | Lancaster ..... 04    | North Adams ..... 01        | Sandwich ..... 15     | Wayland ..... 11        |
| Bernardston ..... 02  | Erving ..... 02           | Lanesborough ..... 01 | North Andover ..... 07      | Saugus ..... 08       | Webster ..... 05        |
| Beverly ..... 08      | Essex ..... 08            | Lawrence ..... 07     | North Attleborough ..... 14 | Savoy ..... 01        | Wellesley ..... 11      |
| Billerica ..... 06    | Everett ..... 09          | Lee ..... 01          | North Brookfield ..... 05   | Scituate ..... 12     | Wellfleet ..... 15      |
| Blackstone ..... 05   |                           | Leicester ..... 05    | North Reading ..... 09      | Seekonk ..... 14      | Wendell ..... 02        |
| Blandford ..... 03    | F                         | Lenox ..... 01        | Northampton ..... 02        | Sharon ..... 11       | Wenham ..... 08         |
| Bolton ..... 04       | Fairhaven ..... 15        | Leominster ..... 04   | Northborough ..... 05       | Sheffield ..... 01    | W. Boylston ..... 05    |
| Boston ..... 10       | Fall River ..... 14       | Leverett ..... 02     | Northbridge ..... 05        | Shelburne ..... 02    | W. Bridgewater ..... 13 |
| Bourne ..... 15       | Falmouth ..... 15         | Lexington ..... 11    | Northfield ..... 02         | Sherborn ..... 11     | W. Brookfield ..... 05  |
| Boxborough ..... 11   | Fitchburg ..... 04        | Leydon ..... 02       | Norton ..... 14             | Shirley ..... 04      | W. Newbury ..... 07     |
| Boxford ..... 07      | Florida ..... 01          | Lincoln ..... 11      | Norwell ..... 12            | Shrewsbury ..... 05   | W. Springfield ..... 03 |
| Boylston ..... 05     | Foxborough ..... 11       | Littleton ..... 11    | Norwood ..... 11            | Shutesbury ..... 02   | W. Stockbridge ..... 01 |
| Braintree ..... 12    | Framingham ..... 11       | Longmeadow ..... 03   |                             | Somerset ..... 14     | West Tisbury ..... 15   |
| Brewster ..... 15     | Franklin ..... 11         | Lowell ..... 06       | O                           | Somerville ..... 09   | Westborough ..... 05    |
| Bridgewater ..... 13  | Freetown ..... 15         | Ludlow ..... 03       | Oak Bluffs ..... 15         | South Hadley ..... 02 | Westfield ..... 03      |
| Brimfield ..... 03    |                           | Lunenburg ..... 04    | Oakham ..... 05             | Southampton ..... 02  | Westford ..... 06       |
| Brockton ..... 13     | G                         | Lynn ..... 08         | Orange ..... 02             | Southborough ..... 11 | Westhampton ..... 02    |
| Brookfield ..... 05   | Gardner ..... 04          | Lynnfield ..... 08    | Orleans ..... 15            | Southbridge ..... 05  | Westminister ..... 04   |
| Brookline ..... 11    | Gay Head ..... 15         | M                     | Otis ..... 01               | Southwick ..... 03    | Weston ..... 11         |
| Buckland ..... 02     | Georgetown ..... 07       | Malden ..... 09       | Oxford ..... 05             | Spencer ..... 05      | Westport ..... 14       |
| Burlington ..... 09   | Gill ..... 02             | Manchester ..... 08   |                             | Springfield ..... 03  | Westwood ..... 11       |
| C                     | Gloucester ..... 08       | Mansfield ..... 14    | P                           | Sterling ..... 04     | Weymouth ..... 12       |
| Cambridge ..... 09    | Goshen ..... 02           | Marblehead ..... 08   | Palmer ..... 03             | Stockbridge ..... 01  | Whately ..... 02        |
| Canton ..... 11       | Gosnold ..... 15          | Marion ..... 15       | Paxton ..... 05             | Stoneham ..... 09     | Whitman ..... 13        |
| Carlisle ..... 11     | Grafton ..... 05          | Marlborough ..... 11  | Peabody ..... 08            | Stoughton ..... 13    | Wilbraham ..... 03      |
| Carver ..... 12       | Granby ..... 02           | Marshfield ..... 12   | Pelham ..... 02             | Stow ..... 11         | Williamsburg ..... 02   |
| Charlemont ..... 02   | Granville ..... 03        | Mashpee ..... 15      | Pembroke ..... 12           | Sturbridge ..... 05   | Williamstown ..... 01   |
| Charlton ..... 05     | Great Barrington ..... 01 | Mattapoisett ..... 15 | Pepperell ..... 04          | Sudbury ..... 11      | Wilmington ..... 09     |
| Chatham ..... 15      | Greenfield ..... 02       | Maynard ..... 11      | Peru ..... 01               | Sunderland ..... 02   | Winchendon ..... 04     |
| Chelmsford ..... 06   | Groton ..... 04           | Medfield ..... 11     | Petersham ..... 02          | Sutton ..... 05       | Winchester ..... 09     |
| Chelsea ..... 09      | Groveland ..... 07        | Medford ..... 09      | Phillipston ..... 02        | Swampscott ..... 08   | Windsor ..... 01        |
| Cheshire ..... 01     | H                         | Medway ..... 11       | Pittsfield ..... 01         | Swansea ..... 14      | Winthrop ..... 09       |
| Chester ..... 03      | Hadley ..... 02           | Melrose ..... 09      | Plainfield ..... 02         |                       | Woburn ..... 09         |
| Chesterfield ..... 02 | Halifax ..... 12          | Mendon ..... 05       | Plainville ..... 11         | T                     | Worcester ..... 05      |
| Chicopee ..... 03     | Hamilton ..... 08         | Merrimac ..... 07     | Plymouth ..... 12           | Taunton ..... 14      | Worthington ..... 02    |
| Chilmark ..... 15     |                           |                       | Plympton ..... 12           | Templeton ..... 04    | Wrentham ..... 11       |
|                       |                           |                       | Princeton ..... 04          | Tewksbury ..... 06    | Yarmouth ..... 15       |



